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Stabbed Body Of Kidnapped Border Guard Found in Israel

By Clyde Haberman New York Times Service

KFAR ADUMIM, Israeli-Occupied West Bank - The stabbed and bound body of an Israeli border policeman was found Tuesday alongside a highway near this Jewish settle-ment outside Jerusalem, two days after Islamie militants kidnapped him in an attempt to free their jailed leader.

The murder of Sergeant Major Nissim Toledano, 29, sent waves of anti-Arab anger rolling across Israel, where many people were already badly shaken by an abduction viewed as a daring challenge to Israeli authority, especially in the occupied West Bank and Gaza Strip.

Cries for vengeance were intense in Ser geant Toledano's hometown of Lod, a mixed Jewish and Arab town in Israel proper. Soon after word of his death came, policemen circled the main Arab quarter to keep bands of screaming Jewish youths from entering, and arrested 14 of them.

In the Knesset, or parliament, politicians of all ideological stripes demanded a swift and harsh crackdown against Hamas, a Gaza-based group of Islamic militants that rejects both Israeli statehood and Palestinian involvement in the Middle East peace talks. Hamas has claimed responsibility for the deaths of five uniformed Israelis in the last cight days. On Sunday, an armed wing of the organi-

zation said it had taken Sergeant Toledano captive, threatening to kill him unless Israel released the imprisoned founder of their movement, Sheikh Ahmed Yassin. Even committed doves who do not normal-

ly call for tough measures insisted on anti-Hamas reprisals, which a few said could include deportations, an action they have See ISRAEL, Page 6

IBM Slashes Spending for Research in **New Cutback**

25,000 More Jobs to Go In Latest Downsizing, Shares Take a 10% Loss

> By Lawrence Malkin mational Herald Tribune

NEW YORK - IBM announced a work force reduction Tuesday of 25,000 people and a \$1 billion cut in research spending, a move that troubled President-elect Bill Clinton and sent the computer maker's stock plummeting more than 10 percent.

For the first time in its history, IBM warned that employees who do not go voluntarily may be laid off.

The company said the job cuts and related reductions in its manufacturing capacity would force it to reduce its fourth-quarter earnings by \$6 billion.

International Business Machines Corp. shares plunged \$6.75 to close at \$56.125. But the Dow Jones industrial index showed only a 7.84 point loss, to 3,284.36, while the North America component of the International Her-ald Tribune World Stock Index slipped just 0.39 percent to close at 97.28, (Page 16)

iBM warned as well that it may not be able to maintain its hefty dividend amid unfavorable business and economic conditions that are ex-pected to continue into 1993. Last year, the company paid out \$4.84 a share.

Chairman John F. Akers and IBM's chief financial officer, Frank A. Metz, said at a conference for Wall Street analysts that declining revenues in Europe and Japan had accelerated the continued downsizing of the world's

largest computer company. IBM's work force, which stood at a high of 344,000 at the end of 1991, had already been reduced by at least 32,000 as of the middle of this year in an early retirement program.

Mr. Akers would not say whether the cuts announced Tuesday were the final ones. But the man who once boasted that IBM had never dismissed anyone on economic grounds, in order to ensure the individual creativity that grows from job security, said the company's moves were all part of a "difficult transforma-tion in the computer industry."

In threatening layoffs for the first time in IBM's history, Mr. Akers said he expected managers "to make every reasonable effort" to reduce their head count by voluntary means. But he added: "If current business condi-

tions do not improve significantly, however, it is likely that some business units will be unable intain full employment by 1993."

IBM's basic strategy now will be to redeploy its resources from its traditional concentration on mainframe computers and personal comput-ers to advising and servicing companies with its

Family and friends of Sergeant Major Nissim Toledano, who was slain after being kidnapped by Islamic militants, gathering at his home to console each other.

Along the Road to Somali Famine, Troops See Signs of Health

By Eric Schmitt

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> New York Times Service BALI DOGLE, Somalia - Lance Corporal Larry Abeyta gazed out at the lush cornfields and herds of cattle and camels whizzing by his ; window, and couldo's belo wondering whether be was in America's heartland instead of Soma-

> "We were expecting a desert wasteland, not this," said Corporal Abeyra, 25, a TOW anti-tank gunner from Redondo Beach, California.

"There's all this fertile familand. It's rained while we were here. And we haven't seen any starving people."

epicenter of the man-made famine belt. And an American flag flew over the control tower of many Marines said the three-hour drive to Bali Dogle, the midway point, was a journey in contradictions with a touch of the absurd.

Marines said that despite all they had heard about starving Somalis, the people along the route seemed relatively well-fed. The troops brought armored vehicles, anti-tank bazookas starving people." route seemed relatively well-fed. The troops A convoy of some 700 U.S. Marines and brought armored vehicles, anti-tank bazookas French. Foreign Legionnaires in 70 vehicles, and supers, yet they encountered only friendly began the 250 kilometer trip to Bardon, in the country folk and supers. And in a granuder of the first push into the Somali interior toward the how the geopolitical landscape has shifted here.

the Soviet-built airstrip in Bali Dogle, which will be the major staging area for relief supplies into Baidoa.

The Marines were scheduled to leave the air base early Wednesday, and all vehicles are under strict orders to drive with their lights off

for security reasons. Some soldiers, however, think the precau-liops and the show of might have been a tad much.

"Everybody's cranking this up to be some-thing it's not," said Lance Corporal Freddie Piro, 26, a Marine sniper from Los Angeles. "We could have done this mission with a lot

less, but we wanted to scare the crap out of people. It's also an insurance policy so that we don't get hurt."

To be sure, the conditions in Baidoa, where the Marines are to arrive early Wednesday, are much worse than they were along the road from Mogadishu. The number of people dying from starvation had dropped to 50 a day last month from a high of 300 a day in September, but

See SOMALIA, Page 6

In Russian Power Shift, **An Unfinished Agenda**

By Michael Dobbs

Washington Post Service MOSCOW — When Yegor T. Gaidar accepted the task of putting Russia on the road to capitalism, be described himself as a political kamikaze. His main goal, he said, was not to cling to office but to ensure the inversibility of the reforms.

After a year of free-market policies, Russia is in many ways a very different country from the one that Prime Minister Gaidar and his government inherited. Prices have been freed. The communist system of centralized distribution has been largely dismantled. Money has replaced barter as the driving force of the economy. Moscow and other large cities have been transformed by the presence of tens of thousands of street traders.

At the same time, there is a lot that the Gaidar government has been unable to achieve. Large-scale privatization is only beginning to get under way. Entrepreneurial energies have been channeled into trade rather than production. By failing to meet inflation and budget-deficit targets set hy the International Monetary Fund, the government has failed to lock Russia into the "virtuous cycle" that could have opened the door to massive foreign investment and the radical restructuring of the economy.

Mr. Gaidar, who formerly was a commentator for the Communist Party newspaper Pravda, is likely to go down in Russian history as the man who drove the last nail into the coffin of communism. But that is very different from building capitalism. As

Russia's new prime minister is known as a hard-working, competent manager. Page 7 he leaves office, sacrificed by President Boris N. Yeltsin in his battle with conservative legislators, there is a sense that the task of building a stable free-market democracy has

only begun. "Everybody knew that this government would be forced to step down sooner rather than later," said Leonid Guzman, a political scientist and adviser to the Gaidar team. "But right up until the last minute, they hoped to get another three or four months, which might have allowed them to build the basis of a healthy economy."

In the view of most analysts here, Mr. Gaidar's ouster is likely at the least to mean a slowing of the economie plan and could signal the beginning of a retreat. The new

NEWS ANALYSIS

prime minister, Viktor S. Chernomyrdin, is an industrialist steeped in the ways of the system that Mr. Gaidar sought to supplant. He has pledged to continue the changes, but not at the price of "the impoverishment of

"This is an important change of economic strategy," said Viktor Sheinis, a liberal legislator and supporter of Mr. Gaidar's. "Chernomyrdin will favor a larger role for govern-ment in the economy. He is likely to put the emphasis on economic stabilization, and stopping the decline in industrial produc-tion, rather than financial stabilization." Although Mr. Gaidar frequently was de-

picted as a cold-hearted monetarist, the pob-See RUSSIA, Page 6

Leadership moves to reassure the West on plans for economic change. Page 2.

A 'Bush Doctrine' on Applying U.S. Force

By Paul F. Horvitz onal Herald Tribune WASHINGTON - A month before leaving office, President George Bush set forth an ex-pansive doctrine for U.S. involvement abroad Tuesday that places issues of morality on the same plane with promoting democracy and free markets.

Mr. Bush made the case as strongly as be had ever done during his presidency that U.S. lead-ership was crucial to world order and that a secure and democratic world was, in turn, crucial to U.S. security and economic growth

The president, in a speech at Texas A & M University, where his presidential library will be built, also made the case more strongly than he had ever done that questions of morality and conscience should play a central role in the exercise of U.S. foreign policy.

With thousands of U.S. troops massing in Somalia on an humanitarian mission, Mr. Bush declared that a failure to act to bring food to starving Somalis "would scar the soul of our nation

He warned Americans not to turn inward now that the Cold War has been won. In calling for an activist U.S. foreign policy,

which he has always supported, Mr. Bush set forth, for the first time, carefully prescribed criteria for sending U.S. forces abroad on huinitarian missions: It must be warranted, effective and limited in scope and time.

"The leadership, the power and, yes, the conscience of the United States of America all are essential for a peaceful, prosperous international order, just as such an order is essential for us," Mr. Bush said. He called for the "patient and judicious application of American

leadership, American power and most of all, American moral force

American leadership, he said, has been "indispensable" in promoting democracy and opening trade. The alternative to American leadership, he added, "is not more security for Americans but less."

"Our choice as a people is simple," the presi-dent said. "We can either shape our times or we can let the times shape us. And shape us they will at a price frightening to contemplate -morally, economically, strategically."

He continued: "Morally, a failure to respond to massive burnan catastrophes like that in Somalia would scar the soul of our nation. There can be no single or simple set of guide-lines for foreign policy. We should help, but we

See BUSH, Page 6

own computer expertise in solving husiness

problems through networks and software. This is where the big money is now made in the industry. Analysts said that IBM was paying the price of realizing this too late, like too many large and bureaucratie American firms.

Only a day before, General Motors Corp., the quintessential U.S. industrial giant, announced it had agreed with the United Auto Workers on a sweeping set of early retirement incentives that would shrink its work force by 70,000, or 13 percent, as it closes almost two dozen assembly and parts plants between now and 1995.

The cut in R&D spending is to take place in mainframes, chips and allied technology spending. Mr. Akers said mainframe revenue, estimated last year at \$14 billion, would decline "perhaps 10 percent" this year. The \$1 billion research cut came as disturb-

ing news to Mr. Clinton, who has been conducting a seminar in Little Rock, Arkansas, on the need for long-run investment to create jobs.

Asked about the president-elect's reaction, Mr. Akers said IBM was still a world and industry leader in research hut felt it could do better by "shifting to areas for growth," mean-ing services, which need less capital but also return less profit in the long run. He argued that the company was forging ahead with its new microprocessors developed with Motorola Inc. and also being used by Apple Computer Inc.

This did not convince a number of listeners. however, including Barry Bosak of Smith Barney, who reminded Mr. Akers of the race for higher computing speeds and said IBM was "still missing the element of revenue-generation through quantum leaps in technology.

Mr. Akers said the new job reductions would come from IBM's manufacturing and develop-ment, which meant closing factories and getting rid of people because of slow sales, and in the support staff of marketing and services units,

where IBM now is placing its bets. Mr. Metz said weakness in Germany had taken the company by surprise. Also weighing on the outlook were falling revenues in France and Britain.

He added that markets in Asia, and especial-

See IBM, Page 6

'Bill Clinton Live': Not Just a Talk Show

By Thomas L. Friedman New York Times Service

LITTLE ROCK, Arkansas - Watching Bill Clinton moderate the first nationally televised economics talk show, Larry King sounded both

envious and a little proprietary. "Bill Clinton is a natural," said Mr. King the host of a talk show on CNN. "He's just got to learn to move through the call-ins faster. I feel personally responsible for his growth and success. He's promised to appear on my show twice a year. Maybe I won't even have to be there now. Don't forget, he's a young man. He'll he looking for work in eight years, and I can see us going head to head: 'Larry King Live' and 'Bill Clinton Live.'

Actually, the future is now. After an election year dominated by talk-show politics, Mr. Clinton has taken the medium one step further. The televised economic conference here was more

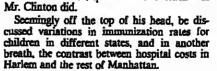
or even Ronald Reagan - playing the same role of moderator, questioner and teacher as than just another campaign town hall meeting to gin up support for the Clinton agenda. Mr. Clinton used the talk-show format in the service of something larger than the partisan political sound bite. His program was an ex-periment in political education, a president-

The Clinton team's dilemma: pump up the economy or trim the deficit? Page 3.

elect as seminar leader, employing not just the bully pulpit, but the bully blackboard.

"I am used to teaching large classes, but this is ridiculous," said Robert M. Solow, a Nobel Prize-winning economist, as he was introduced by Mr. Clinton at what amounted to a national ion of Economics 101, broadcast by the C-Span cable television channel and National Public Radio, and from time to time by CNN.

It was impossible to imagine George Bush -



"You watch Bill Clinton and you think he has a teleprompter in his head and he's just reading from it," said Vernon E. Jordan, chairman of Mr. Clinton's transition board.

But while this conference showcased the sident-elect's professorial talents, it is not clear how much the American viewing audience actually learned.

At its worst, the discussion bounced from subject to subject, much like a graduate seminar

See CLINTON, Page 6

Scramble Begins for Titanic Souvenirs

By Alan Riding New York Times Service

PARIS - Seven years after the sunken hulk of the Titanic was found by a French-American expedition off Newfoundland, France on Tuesday gave the owners of about 1,800 objects recovered from the wreck three months in which to claim their property. With only around a dozen of the 687 survivors of the disaster thought

to be alive, the legal owners are most likely to be heirs either of the 1,513 people who died when the ocean liner went down on its maiden voyage on April 14, 1912, or of those who survived but have since died.

Proof of ownership, however, may be difficult to establish. Only occasionally are items of jewelry or watches inscribed with initials or a name. Rarely is the name of the manufacturer apparent. Most of the artifacts could have belonged to anyone.

For example, the collection includes gold and silver wrist and pocket watches, buttons, bracelets, bejeweled necklaces, rings, tic and hair pins, gold spectacles, leather goods, several bundred English coins and Nory combs, mirror cases and hairhrushes.

The French government is nonetheless required by French law to invite ownership claims before it returns the objects to Titanic Yentures, the international consortium that financed the French expedition

organized in the summer of 1987 to recover artifacts from the wreck found two years earlier.

France became involved because the objects were brought here for safekeeping and restoration at a laboratory run by Electricité de France, the state-owned power utility. The restoration took two years, but plans to return the items to their owners were delayed by several court cases.

A notice inviting claims was published Tuesday in newspapers in New York, London and France. Potential claimants can study photographs of the artifacts at the French embassies in Washington and ondon as well as the Merchant Marine Secretariat in Paris.

At a news conference Tuesday, the secretary of the merchant marine, Charles Josselin, said that any person able to offer proof of ownership of an item would also have to contribute toward the \$5.5 million cost of the expedition if he wished to repossess it.

"How much he pays will depend on the value of the object on the market," be said. "In many cases, it will be very little." He added that the collection did not contain enormously valuable pieces because the expedidon was only able to reach the 3d Class section of the Titanic. Under its contract with the French Institute for Maritime Research

See WRECK, Page 6



Secretary of State Eagleburger Tuesday in Stockholm. NATO drew up plans for possible military action in Bosnia. Page 2.

U.S. Indicts Fischer Over Sanctions WASHINGTON (AP) - The former portedly has remained in Yugoslavia. Mr. world chess champion Bobby Fischer was Fischer, 49, won \$3.35 million in the match against Boris Spassky, which concluded last indicted Tuesday on a charge of violating U.S. economic sanctions against Yugoslavia by playing in a \$5 million match in Serbia. month. If convicted, he faces up to 10 years in prison and a fine of \$250,000. He was told by U.S. officials in August that his partici-A warrant has been issued for his arrest, but Mr. Fischer, an American citizen, repation would violate the law. low Jones Down 57.84 Trib Index **General News** Entertainment Down A rousing new production U.S. employers are count-7.84 3,284.35 0.15% 🛔 of "Carousel" has opened 90.97 ing ways to make use of in London. Page 10. 1 workers' diversity. Page 4. Business / Finence

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The Dollar Hanol presses U.S. to drop International Lease Fi-New York, Tues. close all its sanctions. Page 5. VIQUE CIORI nance ordered \$4.1 billion 1.5695 1.5675 of planes. Page 15. Pound 1.567 1.5665 A last hurrah in Beijing Yen stirs a controversy in 123.95 123.65 FF 5.3575 5.3545 Page 5. Crossword Page 24.

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Washington.

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ways of intensifying the military pressure on Belgrade

There was widespread fighting in Bosnia-Herzego-

vina on Tuesday, including air attacks in violation of

the UN-mandated no-fly zone, on the eve of renewed

talks between the warring parties in Geneva, accord-

In Zagreh, the Croatian HINA news agency said

and Bosnian Serb militia units.

70 Die in Fighting

NATO Drafts Contingency Plans for UN Bosnia Intervention

New York Times Service

Page 2

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Responding to a request from the United Nations secretary-general, the NATO allies have begun drawing up plans for further military action, including "enforcement of "no-fly" zones, to halt the bloodshed in Bosnia-Herzegovina, NATO officials said Tuesday. - The officials said the request by the United Nations chief, Butros Butros Ghali, was debated Monday by NATO ambassadors in Brussels who ordered their

military staffs to prepare contingency plans that could be implemented once the Security Council gives its goahead The plans are to be discussed when foreign minis-

ters of the 16-nation North Atlantie Treaty Organization gather at the alliance's Brussels headquarters on Thursday and Friday for a previously scheduled closed-door meeting.

Under NATO's coordination, allied warships are already involved in a naval blockade of Serbia and Mootenegro in the Adriatie aimed at enforcing a UNbacked trade embargo of the rump states of former

New Yeltsin Choice

Stresses Continuity

Prime Minister Says Trend

forced Belgrade to change its policies.

The new focus at NATO is on the use of air power. first to prevent Serbian aircraft from supporting Bosnian Serb ground units and then perhaps to strike at Bosnian Serb ground mins and then perhaps to strike at Bosnian Serb artillery positions pounding Sarajevo and other Bosnian Muslim communities. The Nether-lands has already offered to send a squadron of F-16 fighter planes to the region. NATO officials said the alliance's major powers —

the United States, France and Britain - were facing strong domestic pressure to act more forcefully in Bosnia-Herzegovina, but all three had reservations about how deeply they should become embroiled in the conflict.

ern Bosnia, near the border with Serbia, on Monday. A total of 70 civilians were killed, including 18 children. There was also shelling from long-range artillery based in Serbia, the agency said. The report could not be immediately confirmed. While supporting the naval blockade, the United States has sent no ground troops to join the UN peacekeeping force in former Yugoslavia. lo contrast, France and Britain, with 5,000 and 2,000 soldiers on the ground, fear air strikes may bring reprisals against their troops. that the northern Bosnian city of Gradacac and sever-

But the officials said that all three countries had al villages to the west of the city were attacked by

Yugoslavia. So far, however, the embargo has not nooetheless backed Mr. Butros Ghali's appeal for Serbian shelling and that there were Serbian infantry forced Belgrade to change its policies. further NATO assistance and were willing to study movements in the area.

HINA also reported air activity saying that Serbs used helicopters and trucks to bring in reinforcements from Bosnaski Samac and Modrica, both north of Gradacac.

It also reported shelling of towns in northern Bosnia, in the vicinity of Brsko.

There was infantry and artillery action around Bihac in northwest Bosnia, HINA said. HINA's reports were confirmed by Bosnian reports

ing to reports in Sarajevo, Agence Franco-Presse said. In Sarajevo, the BHPress agency said that Yugoslav Army planes attacked eight times and bombed three districts in Srebrenica-Bratumac and Vlasenica in east-Sarajevo. In Sarajevo, the Bosnian military command said it

had further advanced on Zuc Mountain, taking the strategie hill of Golo Brdo.

Meanwhile, the leading Croatian in the seven-mem-ber Bosnian presidency, Franjo Boras, said that if Alija Izetbegovic, a Muslim Slav, continued as president, there would have to be a non-Muslim foreign minister, according to a television report citing a correspondent in Mostar, in southwestern Bosnia. A new president is to be chosen.

WORLD BRIEFS

As Honecker's Liver Cancer Spreads, His Lawyer Predicts He'll Be Freed

BERLIN (WP) — The former East German leader. Erich Honecker, has a liver tumor that will kill him by spring, a court-appointed physician said Tuesday, leading Mr. Honecker's lawyer to predict that his client will go free by Christmas.

The health problems of the 80-year-old Communist hard-liner, who faces manslanghter charges stemming from the killing of more than 200 East Germans who tried to escape to the west over the Berlin Wall, have already slowed Mr. Honecker's trial.

But now a cancer specialist. Dr. Jörg Kirstädter, has concluded that Mr. Honecker has three to six months to live, and that he will be unable to take part in his trial as early as next month. The physician said the liver tumor, measuring 11 centimeters wide, or four inches, is growing quickly. He added that radiation therapy could extend Mr. Honecker's life by a few months. But Mr. Honecker has refused the treatment.

The trial, which began Nov. 12, was expected to last at least two years, as prosecutors lay out details of East German government decisions that led to the building of the Berlin Wall and the establishment of shoot-to-kill orders for border guards.

Salvadorans Celebrate War's End

SAN SALVADOR (Reuters) - El Salvador's government and leftist guerrilla leaders celebrated the end of a 12-year civil war on Tuesday, pledging to leave behind the hatreds that killed 75,000 people and tore their society apart. "The armed conflict in El Salvador has come to an end," said the UN secretary-general, Butros Butros Ghall, at an emotional ceremony attend-ed busymment, schol and crifticarchiefs a unil as Una President Dan

ed hy government, rebel and military chiefs, as well as Vice President Dan Quayle and Central American heads of state. Thousands of civilians waved national flags. The rebel Farabundo Marti National Liberation Front demobilized

the last of its 8,000 guerrilla combatants on Monday, putting an end to two decades of armed struggle. In return, the government has legalized the front as a political party. It has also pushed through political changes and military cuts, begun extensive land transfers and dissolved paramil-tary security forces and army battalions blamed for massive human rights abuses. A purge of dozens of armed forces officers implicated in human rights atrocities is to be carried out this month.

New Delhi Imposes Rule in 3 States

NEW DELHJ (NYT) - Moving to smash Hindu fundamentalist political power, the Indian government dismissed the governments in three northern states on Tnesday night. A fourth government was removed from power Dec. 5 after a mob of Hindu fundamentalists razed a 16th-century mosque in the holy town of Ayodhya.

The dismissal of the three state governments in Madhya Pradesh, Rajasthan and Himachal Pradesh, and the imposition of rule from New Delhi is certain to push the country into more political turmoil after a week of sectarian rioting that has left more than 1,200 people dead. The action came as Indian police conducted sweeps around the country, arresting members of Hindn and Muslim sectarian organiza-

Michigan Doctor Helps 2 More to Die

AUBURN HILLS, Michigan (AP) - Dr. Jack Kevorkian helped two women kill themselves on Toesday - the same women who had appeared with him earlier this month to argue publicly for his right to do so, his attorney said.

Marguerite Tate, about 60, and Marcella Lawrence, 67, from Mount Clemens, died at Mrs. Tate's home in this Detroit suburb, said the The action came as a bill to outlaw assisted suicide in Michigan awaited Governor John Engler's signature.

The two bring to eight the number of women that Dr. Kevorkian has helped to die since 1990. Dr. Kevorkian has battled legal officials and waged a public campaign to win approval of "medicide," in which doctors can help the terminally ill commit suicide. An investigator with the Oakland County medical examiner's office said the office was notified that two women had died by inhaling carbon monoxide gas.

TRAVEL UPDATE

9 EC Countries Ease Border Checks

Of Reforms Won't Be Altered By Steven Erlanger

New York Times Service MOSCOW - As Russia tried to understand an altered political landscape Tuesday, after President Boris N. Yeltsin was forced to abandon his acting prime minister and architect of his economic re-forms, attention turned to two men who emerged from the struggle with enhanced influence: Viktor S. Chernomyrdin, the relatively unknown new prime minister, and Ruslan I. Khasbulatov, the ambitious speaker of the legislature. They are from the same genera-

non, but took very different paths to power, and in separate press conferences Tuesday they appealed for calm and consensus, but with radically different tones.

Mr. Chernomyrdin, 54, was humble and hrief. A heavy-set manager with little political experience, he seemed embarrassed by all the new attention and stressed continuity, saying that he was commit-ted to the reforms, which he had helped to draft in Mr. Gaidar's government, and that the "main trend" of the changes will be the

same, "with no hig jumps." Speaking carefully and often using cliches of Soviet socialism, Mr. Chernomyrdin had few specifics to offer about policies or personnel. He said that auctions for the privatization of state companies would continue, that there would he no freeze on prices or wages, and that be favored "a variety of forms of ownership of land." And he urged members of the government closely

associated with Mr. Gaidar, who

cost in raw materials and energy, and that employ far too many peo-

> being elected to the Russian legislature in 1990 as an ardent Yeltsinite, also talks about the revival of industrial production as the crucial task for Russia. But his main inter-est is political, and he has worked to strengthen the legislature's pow-er, and his own, at the expense of

mor and cynicism, rammiog through votes and cuttiog off speakers. He also knows the legislators' appeutes, and through a careful management of perquisities within his cootrol — like commit-tee appointments, Moscow apart-ments and cars — he has built a constituency and power base that is particularly strong in the smaller standing parliament, or Supreme Soviet.

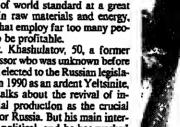
that he neglected to work the legislative committees and corridors well enough, failing to hold togeth-cr even his previous constituency of liberal, pro-Western, market-oriented legislators, who were always a minority in the Congress of People's Deputies elected in 1990, when the Communist Party,

Mr. Yeltsin and his government, Mr. Khasbulatov has a good knowledge of parliamentary proce-dure, which he uses with both hu-

ple to be profitable. Mr. Khashulatov, 50, a former professor who was unknown before

Mr. Yeltsin himself has admitted

little of world standard at a great



though weakening, still held sway, On Tuesday, Mr. Khashulatov was loquacious and even smug as he praised the work of the Con-Chancellor Helmut Kohl of Germany escorting officers at a ceremony at was a buttress of democratic devel-



Arms Issue

By Craig R. Whitney New York Times Service STOCKHOLM - Foreign ministers at the Conference oo Security and Cooperation in Europe found a consensus Tuesday on deploring Serbian hrutality and violence against Bosnia-Herzegovina, but left to other international bodies the consideration of stronger mea-

sures to try to halt the war. The ministers of the 51-nation conference called for havens for refugees in the Balkans, supported possible United Nations measures to anthorize military enforcement of the "no-fly" zone over Bosnia, and backed UN and U.S. calls to prosecute war crimes in the former Yugoslav republic,

But after arguing for most of the day about whether just to acknowl-edge calls to let the largely Muslim republic receive arms to defend itself, or make such a call themselves, as demanded by the Bosnian representatives, the ministers decided to ask the United Nations to think about whether to lift the arms em-

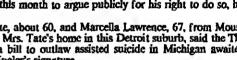
which poured more weapons into a part of Europe which is already full of weapons," said Foreign Secre-tary Douglas Hord of Britain. His country is also skeptical about moves supported by the United States and France to authorize the United Nations to keep Serbian troop-carrying helicopters and air-planes out of the skies over Bosnia, using force if necessary.

also be considered by a separate international conference, including representatives of Muslim countries, in Geneva on Wednesday and by foreign ministers of the North Atlantic Treaty Organization in Brussels on Thursday. The European security confer-ence, which makes all decisions hy consensus, also tried during the two-day meeting to find ways to prevent ethnie conflicts elsewhere in Europe from getting as far out of control as they have in the Balkans. The ministers agreed to "counter the growing manifestations of racism, anti-Semitism and all forms of intolerance" throughout Europe. They also set up a voluntary trihunal oo peaceful settlement of disputes, though neither the United States nor Britain signed the en-abling document. The ministers agreed to set up a permanent mission to monitor tensions between Russians and Estonians in Estonia, and named a Dutch statesman, Max van der Stoel, as the conference's high commissioner on national minorities. But they imposed limits on his role, as well. "If a situation gets out of hand and into an acute conflict, then there is no role for the com missioner," Mr. van der Stoel said, explaining his mandate. The conference also decided that it needed a secretary-general to coordinate peacekeeping and fact-finding missions in the formerly Communist countries of Europe. Germany nominated its special representative to the conference, Wilhelm Höynck. But the underlying issue here was the helplessness of European security institutions to deal with the new world disorder. The impotence has not been limited to the Balkans. The foreign ministers of Azerbaijan and Armema met here, for instance, but failed to agree on a negotiated set-tlement to renewed fighting along their border. The fighting changed the nego-tiating process here, and all the agreements reached beforehand failed." said the Armenian foreign minister, Arman Kirakossian. On Bosnia, the conference agreed that the issue of exempting the republic from the arms embargo against the former Yugoslavia should continue to be considered as a matter of importance in the United Nations Security Council." Agreement on even this much was held up for several hours, according to some diplomats, be cause the Russian foreign minister, Andrei V. Kozyrev, could not reach President Boris N. Yeltsin. Nevertheless, the Bosnian for-eign minister, Haris Silajdzic, who had insisted on keeping the issue under consideration, made the most of the consensus. "This is a step forward," he said.

bargo against Bosnia. We would be against anything

The fighting in the Balkans will

fions as part of government effort to restore order. Six days ago, Prime Minister P.V. Narasimha Rao declared illegal five sectarian groups, three of them Hindo fundamentalist and two Muslim.



"to continue to work calmiy."

But Mr. Chemomyrdin stressed that there would he different priorlues for the government, with a concentration on restimulating industrial production, and be repeated his view that "an economy of shopkeepers" could not bring Russia out of its crisis.

"Nothing is possible without heavy industry," be said. His comments implied a significant slowing of any real structural

change in the Russian economy, which is widely regarded in the West as overly dominated by inefficient, buge industries that produce for the previous government."

opment. Widely viewed as seeking Mr. Gaidar's scalp, Mr. Khasbulatov damned him with faint praise, say-ing he was "a very nice and capable specialist" whose idea of economic

reform was "price liberalization at any cost." Mr. Chernomyrdin, Mr. Khasbulatov said. "has an exceptionally complicated task because it is necessary to sort out that chaos, the countless number of mistakes, the huge number of wrong decisions that created artificial difficulties

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er in Moscow on Tuesday. Mr. Kohl and President Boris N. Yeltsin negotiated to withdrawal of Russian troops from Germany in exchange for a moratorium on part of Russia's debt.

Major Wary on Force Against Serbs

By William Schmidt New York Times Service

LONDON - Despite growing pressure on Britain and its allies to step up military pressure in Bosnia-Herzegovina, Prime Minister John Major urged caotion on Tuesday, warning that such action might en-danger British troops now on the

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ground helping to deliver food and triging him to endorse more aggres-relief supplies. triging him to endorse more aggres-

Mr. Major, appearing before the in order to protect Muslim popula-House of Commons, said Britain was discussing with its allies the possibility of using combat ancraft tions there from Serbian hard-lin-The sharpening debate has come to shoot down any airplanes violat-ing an air exclusion zone imposed

as Mr. Major is preparing to travel to the United States, where he is carlier this fall by the United Nascheduled to discuss the situation in Bosnia with President George tions. The UN resolution harred all

military flights over Bosnia. The leader of the opposition La-But Mr. Major said that any csbor Party, John Smith, has called calation in the level of military acfor "effective international action tivity must be weighed "against the possible impact of that on the Unitto stop what be referred to as "apod Nations humanitarian effort and members of Mr. Majora own and on the safety of our own Conservative Party have also been taking a more hawkish line. Patrick He cautioned that in the end, the Cormack, a member of Parliament,

"main losers might well be the peo-ple of Bosnia." Britain has about 2,400 troops in Bosnia, where they was one of several Conservative legislators who said they believed Britain needed to do more militariare on duty under UN command, escorting relief convoys.

troops.

"Unless firmer action is taken The prime minister was speaking during the next three or four weeks, in response to growing pressure we could be moving toward a Euro-from Britain's allies, as well as op- pean Armageddon," Mr. Cormack position political leaders in Britain,

German Party Backs Accord To Tighten Laws on Asylum

those countries and who were re-BONN — The opposition Social Democratic Party on Tuesday apfused the right to stay in Germany. In the vote, the mainstream view proved the government's comproprevailed that no formal link bemise accord to curh an influx of tween the asylum law and the treaforeigners who have become tarties should be made. gets of neo-Nazi violence.

Once the changes are adopted, The Social Democratic parliavirtually no foreigner arriving in mentary group voted, 101 to 64, with five abstentions to approve Germany from surrounding "safe third countries" - 90 percent of the more than 405,000 arrivals this the agreement with the government of Chancellor Helmut Kohl, paving year - would be eligible to claim the way for Germany's liberal asyasylum Meanwhile, the government said

lum law to be tightened. The deal had been thrown into Tuesday that it had ordered an indoubt by calls from Social Demovestigation into the far-right Re-publican Party as a possible anticratic members linking amendments to Germany's asylum law to democratie group. companion treaties with Poland The party, led by Franz Schönand Czechoslovakia. huber, a former officer of Hitler's

The treaties would enable Ger-Waffen SS, is the largest of dozens many to return to Poland and of far-right parties in Germany. Czechoslovakia, rather than to Interior Minister Rudolf Seiters their homelands, asylum-seekers who had entered Germany via said the Republicans were under observation by the Office for the

Protection of the Constitution because there was reason to believe UNIVERSITY DEGREE they could be "striving against the BACHELORS - MASTERS - DOCTORATE free democratic order. For Work, Life and Academ Experience - No Classroo Attendance Required The investigation is a first step toward a possible ban on the party. (310) 471-0306 In East Berlin, suspected neo-FAX: (310) 471-6456 Nazis painted swastikas and anti-Semitic slogans at the gravesite of

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Call or write for intermation od resume for Free Evaluation or send delaited rea Walther Rathenau, the Jewish foreign minister of Germany who was Pacific Western University assassinated by rightists in 1922, the police said Tuesday. 600 N Separveda Bivd., Dept. 23 Los Acquies, CA 90049

The conference agreed to consult with the UN about how to try individuals on war crimes charges in the Balkans, a suggestion made here Monday by the U.S. secretary of state, Lawrence S. Eagleburger.

A CONTRACTOR OF THE OWNER

MADRID (Reuters) - Nine European Community countries a nounced approval Tuesday of a passport sticker allowing them to abolish border controls for their own nationals and most other visitors.

The move means that travelers from most countries with a visa to visit any one of the nine so-called Schengen group states will be able to enter the others without checks, said Carlos Westendorp, Spain's secretary of state for the EC. Nationals from the nine countries will also be able to move freely through one another's territories with the hologrammed

The Schengen treaty, named after the village bordering Luxembourg France and Germany, was originally to take effect at the beginning of 1992. It has been delayed and has grown from the original five signatories to include all EC states except Britain, Denmark and Ireland.



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FOOTLOOSE AND TRANSIT-FREE - A would-be rail passenger on a deserted platform at the Gare de Lyon in Paris on Tuesday. Services across France, as well as suburban services in major cities, were heavily disrupted by a rail workers' strike. The stoppage was called to protest the jailing of a train driver found guilty of negligence in a 1988 accident in which 56 passengers died.

More than 1.5 million Spanish civil servants began a 24-hour nationwide strike Tuesday to protest a proposed wage freeze, in the second massive walkout in less than a month, a union spokeswoman said. The stoppage affected ministries, city councils, hospitals, postal services and (AP)

A 24-hour strike by Air France flight and ground crows Tuesday disrupted medium-hanl flights, but long-range flights went ahead on schedule, the airline said. In Nice, about 100 employees occupied the schedule, the airline said. In Nice, about 100 cmpsoyees the airport tarmac to prevent the takeoff of a Paris-bound flight belonging to airport tarmac to prevent the takeoff of a Paris-bound flight belonging to (AFP)

Kiwi International Airlines will offer passengers a chance to buy six one-way fares for the price of five on its flights linking Newark, New Jersey, Atlanta, Orlando, Florida, and Chicago. The pack of tickets costs

Earlier Warning of Breast Cancer

BOSTON --- Researchers have made a major advance in developing an early warning system that spots women at risk from breast cancer, according to a report released Tuesday. The work has created a simplified method for detecting gene

abnormalities that can increase the risk of cancer, according to scientists at the Massachusetts General Hospital writing in the current issue of Cancer Research magazine. The test looks only at the state of a gene thought to help ward off

cancer. But researchers hope the system can be used for other genes. We can now imagine a time when one might eventually be able to screen large numbers of people to see whether they have specific genetic susceptibilities to develop cancer." Dr. Stephen Friend said in a statement released by the hospital.

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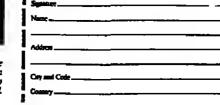
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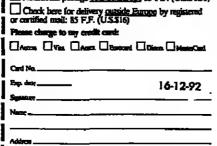
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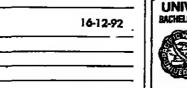






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The Inaugural Parade to March to a New Beat

WASHINGTON - In what probably will go down in the record books as the most unusual mix of inaugural participants, Bill Clinton's parade and pre-parade entertainment on Jan. 20 will feature a precision lawn chair marching team, a reggae band and two Elvis Presley impersonators — stand-ins for the young "King" and

Evis reacy improvements - state in the former the lineup the old, tubby one. The Presidential Inaugural Committee, in announcing the lineup for the day's inaugural celebration, said the parade and other military festivities would have the traditional marching bands, military squadrons and equestrian units but would include a wider variety of performers and participants than before.

The inaugural planners have invited the Lesbian and Gay Band of America: the Sounds of Silence, a group of hearing-impaired young adults who use sign language to communicate lyrics from live music; a contingent of former Peace Corps volunteers; residents from McCrossan Boys Ranch, a home for wayward boys; and a high school band from Homestead, Florida, whose school was destroyed in the hurricane there last August.

Mr. Chinton's official inaugural slogan is "An American Reunion -New Beginnings, Renewed Hope," (WP)

Clinton Showing Caution in Filling Trade Post

WASHINGTON - Glaring in its absence from last week's naming of Bill Clinton's economic policy team was a candidate for the critical job of U.S. trade representative. Mr. Clinton apparently is having trouble deciding not only whom he wants to fill the post, but also what he wants to do about two key trade negotiations that are close to completion: the North American Free Trade Agreement and the 108-nation Uruguay Round of GATT talks. Mr. Clinton's choice for trade representative will be a signal of

where he intends to go with these talks. It also will signify much about how he intends to approach the question of the U.S. economic relationship with Japan.

A black woman physician, meanwhile, said that Mr. Clinton had asked her to be the senior U.S. public bealth official. "I told him I'll take it," said Joycelyn Elders, the director of the Arkansas Department of Health, in accepting the offer to become U.S. surgeon general. She noted, however, that the present surgeon general, Dr. Antonia C. Novello, had 18 months remaining in her four-year term. She said she did not know if Mr. Clinton would ask for Dr. Novello's resignation. (LAT, Reuters)

Limits on Increases in Drug Prices Planned

WASHINGTON - Bill Clinton's transition team has put the drug industry on notice that he intends to limit increases in prescrip-tion drug prices as part of any plan to revamp the U.S. health care syste

Aides to Mr. Clinton met recently with drug company executives, described his ideas and invited their reaction. Details of the meeting were provided on Monday by Clinton aides and company execu-

One of Mr. Clinton's ideas is to make prescription drugs available to all Americans as part of a standard package of health benefits, which employers must provide to employees. Another idea, part of the same plan, is to set guidelines for drug prices in an effort to ensure that they do not rise faster than other consumer prices. (NYT)

Quote/Unquote

George Stephanopoulos, the Clinton transition communications director, on the economic conference in Little Rock, Arkansas: "Now is the winter of our content."

Away From Politics

• Riot policemen arrested 60 people in Los Angeles after demonstra-tors threw rocks and bottles and looted a gas station at an intersec-tion where riots began in April. The police said one man was killed while trying to protect his store from looters and 12 people were slightly injured during the disturbance.

• A wave of attacks on Jews in New York City has prompted Jewish groups to call for more measures to end the violence. In four separate incidents, a Hasidie man, 62, was stabbed in the stomach; three youths, all 18, were attacked while anti-Jewish remarks were yelled out; a woman ordered her dog to attack a man, 33, and anti-Semitic graffiti was found in a housing complex.

new package." He added: "I don't mean we shouldn't do the stimulus. International Herald Tribune NEW YORK - By their ques-I haven't made the decision yet

about how much and what." tions and remarks at Bill Clinton's He also warned that investment economic teach-in, the new adminmust be increased to make up for istration's economic team on Tuesthe shortfall of the 1980s - and day disclosed its principal shortterm preoccupations: the dilemma between stimulating the economy and cutting the budget deficit, and how to deal with the worldwide economic downturn.

The president-elect started the second and final day of televised economic discussions in Little Rock by noting IBM's latest downsizing announcement and commenting, "Product development will be cut hy \$1 billion --- the exact thing we don't want to be cutting."

Two leading economists, Allen Sinai of the Boston Company and a Nobel laureate, James Tobin of Yale, urged a short-term economic stimulus as one way of increasing jobs, tax revenue, and growth that would provide a basis for an iron-clad deficit-cutting plan.

Mr. Clinton made it clear that he had not made up his mind whether to propose a short-term stimulus plan now that the economy was recovering slowly. He said it would be "a very tough call" because it might divert resources from long-term investment and warned his dvisers, sitting around the table with him, not to get "fixated" on the questions that involve billions more dollars "and are already out there" --- in particular spiraling

medical costs. "If you don't get growth," he said, "I don't care what our budget

plan says, the deficit will be bigger than we estimate because the revenues won't come in to support the

that recession in Europe and Japan will cut U.S. exports, which "argues again for a big increase in domestie investment to increase income and growth here." Leon E. Panetia, the designated budget director, Senator Lloyd Bentsen, designated treasury secretary, and Robert B. Reich, designated labor sccretary, all ques-tioned the economic panel on how

much and how long any stimulus should last. Mr. Bentsen, repeating a theme he began developing Monday in response to academic suggestions of increased international coordination, said the United States had, to "reinvigorate the Group of Seven to try to work out a monetary policy that will avoid recession in Europe and this country."

Mr. Clinton revealed his awareness of the problem in the folksy language he often prefers. After hs-tening to three distinguished aca-denics offer gloomy outlooks for the world economy in the short term, the present political and monetary disarray in Western Europe, and the prospects for eco-nomic reform in Eastern Europe, Mr. Clinton said: "If we don't devote sufficient

time to all these issues, when the consumed with these matters so that we can't do anything we were

elected to do." They also engaged in some thinking out loud about the dollar,

President-elect Clinton listening Tuesday to Erskine Bowles, a banker, on the second day of the economics conference in Little Rock. with businessmen and Mr. Clinton agement representatives were less for continued tariff preferences for the amounts of sumulus being dis-recalling the high-interest, strong- even-handed. Union leaders com- its Chinese suppliers. recalling the high-interest, strong-dollar policy of the first half of the 1980s, which Mr. Clinton blamed on the Reagan administration's

plained that their members had suffered in global reconstruction of industry, while several business spokesmen spoke up for their own need to finance the government's industries --- the head of Lockheed

Health Care a Priority

Mr. Clinton also said Tuesday that his administration could not seriously attack the federal budget deficit or make much progress in reviving the economy without get-

ting health care costs under control. The Associated Press reported, Mr. Clinton, repeatedly pound-ing his fist on the table, said that rupt the country."

the enormity of other problems such as rising health care costs. "We are kidding each other." he

said. "We are all just sitting here making this up if we think we can fiddle around with entitlements and all this other stuff and get control of this budget if we don't do something on health care. "It is a joke. It is going to bank-

If you want to reach the main cities in Japan, the quickest way is often through Seoul.

deficit at the cost of damaging forfor "a level playing field" against the European Airbus, which he at-tacked for its subsidies; a cable wheel runs off the road we may be eign markets for American exporters. He said that made the idea of a cheap dollar as an aid to exporters television entrepreneur for easier an attractive but not permanent policy option. entry into Continental Europe, and Statements by labor and manthe spokesman for a toy company



Clinton Team Dilemma: Pump Up Economy or Trim Deficit? By Lawrence Malkin

Page 3

• Thousands of houses damaged in the burricane that hit southern Florida in August were poorly designed, badly built and inadequate-ly inspected, a Dade County grand jury said in a report on what it termed shoddy practices that contributed significantly to the country's most costly natural disaster.

• The Supreme Court has agreed to decide whether the constitution permits states to increase sentences for crimes like assault or vandalism if the victim was selected because or race, religion, ancestry or the like. Six months ago, the court ruled that states may not designate particular expressions of bias as crimes.

• A man was sentenced to a maximum 10 years in prison under a new Louisiana law for failing to warn a woman with whom he had sexual intercourse that he was infected with the virus that causes AIDS. Salvatore Gamberella, 28, was the first person to be convicted under the law.

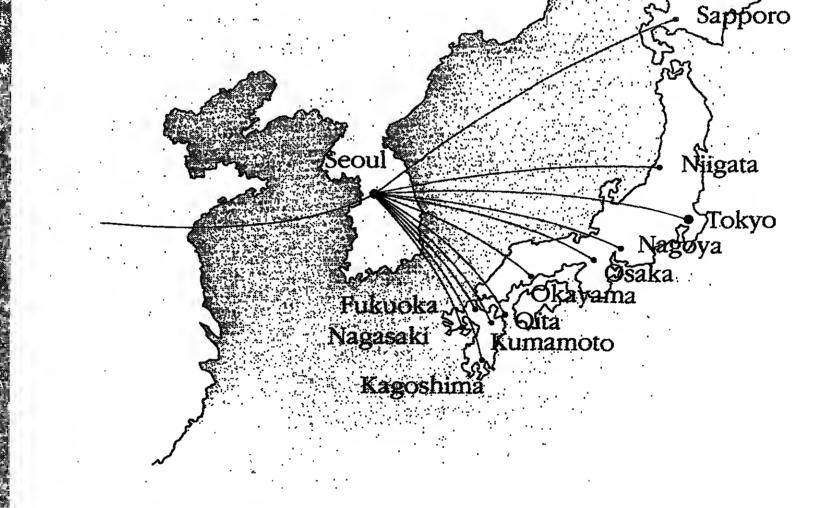
• The former head of the "Flying Dragons," one of the largest gangs of extortionists and drug traffickers in New York's Chinatown, faces a maximum sentence of life in prison for smuggling more than 400 pounds (180 kilograms) of top-quality heroin into New York Johnny Eng. 36, was convicted of importing the heroin from January 1987 to September 1988.

• An alleged Irish nationalist guerrilla, who escaped from a prison in Northern Ireland in 1983, turned himself in to U.S. marshals in San Francisco after a U.S. Appeals Court had revoked his \$1.5 million bail and ordered him back into custody. Britain is seeking the extradition of the suspect, James Smyth, 38, who it alleges is a member of the Irish Republican Army.

• A student armed with an assant rifle killed a teacher and a fellow student and wounded four people at Simon's Rock College, an exclusive school for the gifted, in Great Barrington, Massachusetts, the authorities said. The Berkshire County district attorney said that Wayne Lo, 18, a second-year student from Billings, Montana, was AP, Rewers, WP, NYT, AFP arrested.



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MAACK BUSINESS SERVICES Switzerland	gives up to 50% discount in 7,500 Hotels: 132 countries. High profit, min-	Sincere incuries from intersted per- sons occupied in confidentiality. Reply to: Bax 2774, LH.T., 92521 Neukly Cedex, France.	EMPIRE STATE BUILDING ADDRESS	Fax No.: (818) 905-1698 Tel.: (818) 789-0422	games to real-life case studies to learn	how to And, she went on, so		corporate audit." They interview
Switzerland Tel: 41+1/731 30 40 Faz: 41+1/781 15 69	mum investment US\$2,500 for 250 cards Many alloss still open for representation.	INT'L HEALTH/ NUTRITION CO seeks	EMPIRE STATE BUILDING ADDRESS The most distinguished address in USA. Mail, Phone, Faz, Tel (212) 736-8072, Fax: (212) 564-1125.		turo employee diversity to advantage.	themselves as experts on m	anaging diversity are culture	: the ways employees are selec
	EUROPEAN TRAVEL NETWORK Domrok 30, NL-1012 Amsterdom. Tel: 3120-5225473 Fox 6382271	INI'L HEALTH/NUTRITION CO seeks people for European expansion, Espe- cally Itoly, Benetus, Casch, Switz, Portugal, Call, Jel Nutrition, France, (3) 68232162, Fox (33) 88323851.	CONTACT FURIOR AMETERDAM	USS LIFE INSUBANCE POLICIES & too deferred annuines for American & other expaninates underwritten by po- jor US vasarance co. For more info- raction write: RWE, 1 Jourdon, ne du Commerce, 59600 Maubeuge, France.	The games and case studies are the b dren of consultants - anthropologists	and DSV- subtleties of issues involv		jobs and promoted; whether environment of valued over introversion, and v
IMPORT/EXPORT		RITLINES AND CONCOMS Standard	Full professional office support and desk services per hour/day or longer. Tel: + 31,20,684 7777 Fas: 668 1374	mation write: RWE, 1 Jourdon, rue du Commerce, 59400 Mauheure, France,	chologists, as well as MBAs. Such con are increasingly being hired by U.S. en	sultants orientation in the workpla	ce, employ	ees' ideas are routinely sought. agers are asked to review the in
USED JEANS from original grading fa- cility, first quality men & women \$1.00 per pair 20 & 40 Fi containers	Reputable film Corporation seeling	Mepsied Linted Decretionary ac- count managers in derivative products for professionals - SFA Member, UK 71 739 0500 Fax 71 729 1431.	LONDON ADDRESS BOND STREET. Mail, Phone, Fax, Telex, Cardwrence room, Tel: 071 499 9192 Fix 499 7517	CITATION GUADANTIES and TURD-	who oeed help managing a diverse wo	rk force, uncettling mality that com	e companies are hir- tion to	identify perceived or real obsta
available. Geality used clathing also available Always over 1M pounds in siventary Fax, 617-227-0458 USA.	SERIOUS INVESTORS (not necessarily in the field) for production of action	WOOD DURDE IN ODD DITINTING	TAX SERVICES	Ing Opportunities. We can provide Surety Bonde as callottend enhance- ment for Icans. \$1M roinimum. Fees. Tel:407-371-8/39 Face.407-391-9266 US	in which members of minority group grants and women now hold more than	half the ing diversity consultants	merely as window anvance	ement. les these audits, consultants hav
ISED TYPE-AUTO & TRUCKS your	FEATURE FILM	the Fish and Meat Industries in Ice- land, Force Islands, Alaska, etc. For details please write to: WIS, POB 13, 4670 AA Tholen, Holland.		IF YOU WISH to have quality informa- tion of market direction daily an forma- gold F.O.C. Tel/Face (65) 4488273.	jobs. Managing diversity, or multicultural	alations that any a subm	rts the whole idea of agers an	nd employees take personality to
berl quality-very low proce-10 con- caner loads per month Ban's tra'l. Tyre Co., Inc. USA Tet: 201-882-8262, Fax: 201-808-8823.	For further details contact Northern Lights Film Corp., New York, Tel 1-516-2398505, Fax: 1-516-2398509	details please write to: WTS, POB 13, 4690 AA Thoten, Holland.	U.S. EXPATRIATES U.S. Income Tax preparation, I am licensed to practice before the RS. Reconnuble frees. Phone/fax 24 hrs. 713/589-2742, USA		been defined as a desire to recognize	respect In 1097 the Hudson		ers-Briggs Test, which helps de tain personality traits lead to rac
Fox 201-808-8823	1ei 1-310-2376363. rdk: 1-310-2376367	"SELL MONEY." Became a Loan Bro- keri Fras details. Dept. 17-270, Finan-		FINANCIAL INVESTMENTS	and capitalize on different strands an grounds in American society, such	"Workforce 2000," a study	on work and work- stereoty	pes cy Hutchens, an anthropologist v
LEVI'S; VINLAGE CLOTHING Used Jeans \$1.25; NFL/NBA Cloth Nake: Fast 607-875-1202, USA	4.00.0	"SELL MICINEY," Become a Loon Bro- leri Fras details. Dept. IT-270, Finan- col Penning, 126 13th St., Brookin, NY 11275 USA, (718) 766-603 Ed. 200 (24 Hrz) FAX (718) 965-3400.	BUSINESS TRAVEL		ethnic origin and sex.	advocates of workolace dis	ersity with giving an conduct	ted many diversity workshops w
COMPACT DISCS FROM THE USA. US\$1.50 each to bulk. Cessettes US\$.50 each Fax 313-573-0006 USA	AIDS	SALES AGENT wonted for USA mode i	Gang to the USA2 3615 GO US	A State and a state of the stat	Over the years, the definition his broadened to incorporate age, sexual	is been important impetus to the	turnaround in the Benjam	in Reese, a clinical psychologis tend to react to each other ba
COUNTERFEIT DETECTOR MEN From	Insura the units HIV insurance now available for Lurge employer groups. Brakens' inquiries welcome. Complete policy miormation package	sportswear/sporting goods. Must be experienced/established. Good op- portunity. Fax 212-302-6488 USA	an your Mintel for the lotest on hotels, arine schedules, visas	Free Confidential Banking	tion, physical disabilities and socioed background.	The study, which was	door for the U.S. race an	d gender without realizing the re responding to was personalit
ient worldwide Call USA 914425.	Complete policy miormation package Search Manational Markening Croup.	OFFSHORE "SHELL" FOR SALE, Rog- stand Still Nave moded. Certified, no obligation. U.S. \$2,000 Principals, USA Fox 813-786-7795,	1st/Basiness Class Frequent Travellers to Orient/Australia/Africa/No. 8 So. America. Sove up to 50%. No cou-	ROYAL TRUST CORPORATION (Grand Coverse) FAX: 809-949-7941 FOR DEFAILS (Broker Participation Invited)	Only a few years ago, the idea of div	ersity in Labor Department, conclu- work force would increase	acteristi	ics."
BUSINESS OPPORTUNITIES	Sex 3 Memohanal Marieting Group. ** We find colutions fax: 613-567-8182 Canada.	USA For 813-786-7795	America. Save up to 50%. No cou- pors, no restrictions. Imperial Canada Tet 514-341-7227 Fax 514-341-7998.	(Broker Participation Invited)	the workplace was being dismissed by ers as an amorphous theory with little	2005, up from 124,7 millio	n in 1990. Of the 26 employ	ers can also do fine tuning with a ee problems. In one instance, M
· ·	U.S. GREEN CARD	THE INTELIGIENT LOTTO Players 6- Page Report - available free from ALS, GPO Box 2500, Medicourse 3001, Australia, Fase (61-3) 527-2088.	CAPITAL WANTED	SERVICED OFFICES	relevance to production and profit. M ployers believed that changing the co	any em- million new workers, as per	derman	was able to convince a whiter that an Asian employee's reluct
BUSINESS VISA	Small business pamers investors Fime-	3001, Australia, Fas: (61-3) 577-2088. OFFSHORE COMPANIES: JPCR 1/5			status goo would alienate their predon	minantly grants.	give an	oral presentation was motiva
U.S.A.	ne- will assist you to set up U.S. branch offices, obtain temporary U.S. buoness work and 8 million for provide and	ONFSHORE COMPANIES: JPCF 1/5 Church Street, Douglas, Isle of Man, Tel: (0624) 625529 Fax: (0624) 629662	CNE MILLION \$ needed by individual with excellent collateral on French Riviera. Bran Jackson Tel (33) 94 76 96 79 Fax (33) 94 76 84 22	YOUR SECRETARY	white, male work force.	As one indication of the ists in managing diversity	Diversity Consul-	differences, oot caused by a protection
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1 Million Substantial business apportunities nation-vide ranging from (50,000 to multimation dollars,	For detailed info & legal fees contact: Tel; 212-695-2929 or Fax; 212-695-1489.	Ist TIME Seeking ogents all countries. Unique carporate grits, Fox (Ireland) 353.1.605913.	BUSINESSMAN seeks partner to boy buildings, hoteb, Poris, liquidations, Tel 33-1-49 77 07 65 Fax 49 77 73 12	• all multilingual secretarial services • public relations	relations. The executives who set aside oy time — and money — to cultivate of	compa- double since 1989.	been th	e Asian woman with a colleag
ministration existence. Your family &			CAPITAL AVAILABLE	business travel arrangements INTER SERVICE	hope the results will be fewer costly disc	timina- consulting firm, acquired	Diversity Consul-	r agreed and, in Ms. Thiede
nsocares may accompany you, for mamation & brochure contact;	PRIME BANK GUARANTEES	2ND TRAVEL DOCUMENTS, ED-drive ficence-any country, GM, 26 Klamanu Afhans 105-75 Greece, Fax 7219080		17 Boulevard de Suisse, 99000 Monaco Tel (33) 93 50 27 00 Fear 93 50 07 11	tion suits and a more tolerant, innovativ place,	e work- tants. Founded in 1984 b Thomas Jr., Diversity Con	y Dr. R. Roosevelt Diver	he Asian employee was "eloquer sity programs appear to be have
WORLDCO, INC. 1451 W Cytoress Creek Rd., Suite 300 Fi Leaderdale, Flanda 33309 USA Fax 305-771-2685, Tet, 305-491-1931	PRIME BANK GUARANTEES COLLATERAL PROVIDER PBG-PBN-SIC Top 100 Books	OFFER GOOD PROFIT for a silent partner in a french Co, Write: Mr, K.M., SP 3, 8340 Darame 1 Belgium.	** IMMEDIATE & UNLIMITED ** Copiral available for AUL business projectsi MIN U.S. S1 mil/no max.	YOUR ADDRESS near Champe Bysees LSP, (ance 1957) 5 rue d'Artos / 5008 Paris, Tel (1) 4359 4704 Fax 4256 2835	What's more, dealing with diversity,	one of trained several dozen Towe	rs Perrin employees effect	On the advice of Dr. Thomas, is, for example, capitalized oo its
Ft Louderdale, Flanda 33309 USA Fax 305-771-2685, Tel: 305-491-1931	SOU B-Dana Way N.C. Che AN	X.M., 8P 3, 8340 Dorome 1 Belgium.		Poris, Tel (1) 4357 4704 Fox 4256 2835	the most popular management concept 1990s, is also becoming a multimillion	-dollar	sity. It g	zave black and Hispanic manage
	Tel: 206-868-8838 Fix: 206-836-0333	PORM YOUR OWN U.S. BASED con- paration for less than US\$200. For information Fax +41 1 362 73 82.	(717) 397-7490 (U.S. FAX)	YOUR OFFICE IN LONDON 70p per day, Mail, Phone, Fax, Tik, all services. Tet 71 436 0766 Fax, 71 580 3729.	business.	adopted affirmative-actioo	programs and hired city man	authority over its unprofitable kets. The result: These markets a
AVAILABLE CAPITAL					"In the next two to five years, diversit very well be a billion-dollar industry," a	aid Dr. and promote blacks and a	ources to find, hire among /	Avon's strongest performers.
hid East and Orient capital sources walable for investments worldvide in	Private venture group will invest up to US SSOM in any legitimate project, Es- pecially interested in Europe and CLS, activities, Qualified parties are invited to				Ron Brown, the president of Banks Bro	wn and had previously been closed	to them. people	nore than a handful of blacks, H and women express doubts
eal estate, business start-ups or debt amalidation. Long terms, best rates, raker fees poid & protected.	pecially interested in Europe and CLS. activities. Qualified parties are invited to when a one press are invited to				a San Francisco consultant whose firm izes in fostering and managing diversit	in the the internal problems that	s failed to deal with whether	employers are sincere in their eff and diversity. These skeptics sa
Fox your proposal summary to NTERMONETARY, Inc. (507) 23-2965 or	submit a one page suramory for review. All replies answered within 48 hours. FAX U.S. 617 542 8428				workplace. But Sondra Thiederman, a consultan	hirings,	most e	moloyers have training in di
Fax your proposal summary to NTERMONETARY, Inc. (507) 23-2963 or Phone Mr. Onega on (507) 23-2963 (PANAMA)					San Diego, said, "Some are in it becau	at from While programs dealing the set they porate the traditional appr		ess bot stop short of making ext c changes.
	USA YOUR SECOND HOME							



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Hanoi Presses U.S. **To Drop Sanctions**

Compiled by Our Staff From Dispatche

have welcomed a U.S. decision to and other businessmen, wanted the case an embargo by allowing embargo lifted completely. American companies to set up offices in Vietnam, but they urged ward and is significant," he said. Washington on Tuesday to lift But he added: "It's not over yet. sanctions and normalize ties with Hanoi.

"We welcome the news and it is an encouraging gesture, but the U.S. side must go further," said Ho ton had cased the embargo. "The excited that finally Ameri-Foreign Ministry office helping U.S. experts resolve the fate of American servicemen missing from the Vietnam War.

"If the two sides normalize ties, it would create favorable conditions for solving the MIA issue," he said at the Hanoi airport before handing over military remains of Americans killed before the war ended in 1975.

The White House amounced on Monday that American companies could now set up offices in Vietnam, hire staff and sign business contracts that would take effect if and when the embargo was lifted. Some diplomats in Hanoi said

the partial lifting of the embargo would result in a surge of foreign investment in the country, if only to forestall the Americana

Le Bang, head of the ministry's America department, said Washington's move was a step in the right direction for Vietnam and the United States, which have no diplomatic ties

But he added: "It is a little bit puzzling to the Vietnamese compamics; because if they are going to sign contracts with the American companies and wait an indefinite time for those contracts to take effect, it will be discouraging."

Laboring Hard

TOKYO --- Labor Minister

Masakuni Murakami made

apologies of a sort on Tuesday

for criticizing foreigners' work habits, saying he had been misunderstood.

According to Kyodo news agency, he told reporters on Monday: "Foreigners do not work. That is why they are economically being left far be-

At a news conference Tues-

day, Mr. Murakami said: "I

wanted to say that economic

development by resource-poor

Japan was due to diligence."

hind Japan and Germany."

At an Apology

HANOI - Vietnamese officials that Hanoi, as well as American Another Vietnamese official said

"Every step now is moving for-This is emotional.

American and foreign business

itive with firms from other countries," said Eugene Matthews, an American businessman living in Hanoi.

Former Prime Minister Bob Hawke of Australia, who was in Hanoi heading a foreign business delegation, said the U.S. move was a welcome step toward lifting the embargo.

He said the United States seemed to have recognized what other nations already acknowledged: that Vietnam was helping the UN peace plan in Cambodia and cooperating on the MIA issue. Washington has made coopera-

tion in those areas conditions for lifting the embargo and normalizing relations with Hanoi.

The United States imposed the embargo on Hanoi in 1964 and extended it to a reunified Vietnam in April 1975, after the Communist victory over the U.S.-backed gov-

ernment in Saigoo. Mr. Matthews, the president of Ashta International, a U.S.-based investment and consulting firm, said that at least 100 big American companies had been to Vietnam this year. He expected some to move quickly to sign contracts.

(Reuters, AFP)

BUILDING ANEW — A woman carrying a plank to help build a shelter after the earthquake Saturday destroyed her home in the Indonesian coastal town of Maumere, one of the worst-hit areas. The army began mass burials for some of the nearly 2,500 who died in the quake and tidal waves that swept hundreds out to sea on Flores and two nearby islands in East Nusa Tenggara Province.

Andy Kirk Dies at 94, Led Clouds of Joy Big Band

one of the last surviving orchestra leaders from the big-band era, died Friday at his home in Harlem. He ter the band broke up, Mr. Kirk had Alzheimer's disease. had Alzheimer's disease. Mr. Kirk was a contemporary of Duke Ellington, Count Basic, ma City.

Fletcher Henderson and Jimmy Lunceford. Although his Clouds of leader George E. Lee, who offered Joy never reached the fame of those the band work in the rich entertainbands, he ran one of the best orchestras in jazz, a band with sophisticated soloists, intelligent arrangements and the Kansas City sound. Mr. Kirk was born in Newport,

Kentucky, in 1898 and grew up in

New York Timer Service Denver. By 1927, he had quit his fine ear for musicians, and before NEW YORK — Andy Kirk, 94, job in the post office and joined his band broke up in 1948, he had ne of the last surviving orchestra Terrence (T) Holder's band, the used the talents of Chartie Parker, Dark Clouds of Joy, in Dallas. Af-Claude (Fiddler) Williams, Dick name and secured work in Oklahoand many more.

> There he was heard by the band ment world of Kansas City. Mr. Kirk and the band relocated there. In 1936, Mr. Kirk's band had a hit with "Until the Real Thing Comes Along," cementing its sta-tus as an attraction. Mr. Kirk had a Atlanta.

A Democrat, Mr. Amail compiled a progressive record in his one term as governor. He won a fight to abolish the SI-Wilson, Fats Navarro, Thelonious a-year poll tax as a voting require-Monk, Howard McGhee, Don ment, lowered the voting age to 18

ment, lowered the voting age to 18 and took his case for fair freight rates in the South to the U.S. Su-Byas, Ben Webster, Lester Young preme Court. He was elected gover-Ellis G. Arnall Dead at 85, nor when he was 35 and was considered the boy wonder of Georgia

politics. William H. Avery, 87, a partner and chairman of Sidley & Austin, one of the largest U.S. law firms, died Saturday in Winnetka, Illi-

Carrie and

Burma Hints at Trial For Dissident Leader

By Philip Shenon New York Times Service

RANGOON, Burma - Daw Aung San Sun Kyi, the Burmese dissident who won the 1991 Nobel Peace Prize and who has been under house arrest here for more than three years, is not on a hunger, strike, and she may yet face a criminal trial, the government said," "We can put her on trial enytime we like because we have lots at evidence which can be used against her," said Colone, Ye Hun, g

spekesman for the junta that controls Burma. He said that the government had resisted a criminal unit until now because Daw Aung San Sun Kyi, who was placed under Bouse arrest-in 1989 as the campaigned to bring democracy to her donaction, is the daughter of the country's assassinated independence. Ender,

Aung San: "Since she is the daughter of our national leader. Your belowed leader, we will not put her on trial as of this time." Colonel Ye Huur said, noting that Daw Aong San Sun Kyi was being held under Heust arrest on charges of "disturbing the peace," Asked whether she would be put on trial in the future, he said, "It

depends on her."

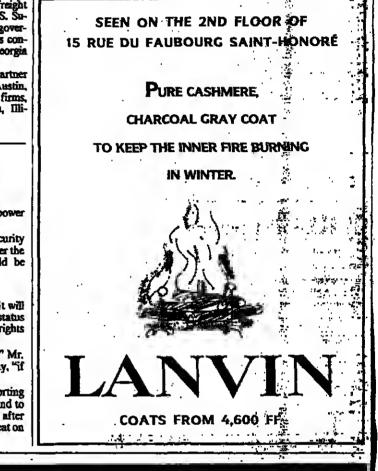
In a meeting on Monday in Rangoon, the capital, eight senior government spokesmen offered the junta's most detailed account in more than a year of the conditions of Daw Aung San Sun Kyi's house arrest

The spokesmen disputed assertions by her husband that Daw

Aung San Sau Kyi was refusing to accept food as a project over her imprisonment in her family's lakeside compound in gangoon. "She is not on a hunger strike, and her health if good," said Lieutenant Colonel Kyaw Win, deputy director of Burlina's Directorate of Defense Services Intelligence. Her husband, Michael Aris, an Oxford University scholar who last

visited his wife in August, said last month that Daw Aung San Sun Kyi had decided not to accept any more assistance from family. friends and the junta, including food, to protest her confinement "She is facing a situation where she is running out of food and money," Mr. Aris said.

Colonel Ye Huut described Mr. Aris's Bocount of his wife's situation as "completely incorrect."



A Last Republican Hurrah in Beijing Stirs a Fuss

Washington Post Service

WASHINGTON - Commerce Secretary Barbara H.

Franklin will begin a four-day trip to Beijing on Wednesday amid dispute involving the members of her delegation and two impending sales of U.S. technology to China. The announced goal of Ms. Franklin's trip is to advance U.S. business relations with China, but the trip has raised cyebrows among some because it comes less than seven weeks before key decisions will be numed over to Bill Clinton

when he is inaugurated as president. A Commerce Department official said that 16 officials were traveling on Ms. Franklin's plane, including nine political appointees, and that they would be joined by 11 more political appointees who went ahead of the secretary to Beijing.

A Commerce Department spokesman, Mark Miner, said, "For security reasons, we traditionally have not released the names of U.S. government delegation members."

representative and the National Security Council staff and would be engaged in several high-level meetings.

Senator Jesse Helms of North Carolina, the senior Repub-Ican on the Foreign Relations Committee and a strong critic of the Bush administration's China policy, suggested that the Republican National Committee rather than U.S. taxpayers pay for Ms. Franklin's trip.

Ms. Franklin had planned to announce a U.S. decision to approve the first export of a supercomputer to China during her visit, but the administration deferred a decision after an internal dispute that pitted officials worried about its potential military use against those eager to improve U.S. trade. U.S. officials said last week that the Bosh administration

also planned to allow a sale to the Chinese military of U.S. technology that China needs for jet engines to power its own training aircraft and for a ground-attack bomber that China intends to export to Pakistan.

The proposed sale of the engine technology provoked Mr. Miner said delegation members come from the Com., protests at the Defense Department, where some analysis

By Daniel Southerland and R. Jeffrey Smith merce and State departments, the office of the U.S. trade said the jet engines and related gear could be used to power Chinese cruise missiles.

> An aide to Mr. Heims said that the national security adviser, Brent Scowcroft, assured the senator that neither the supercomputer nor the jet engine technology would be offered to China during Ms. Franklin's visit.

Clinton on China's Trade Status

President-elect Bill Clinton says he does not think it will necessary to revoke most-favored-nation trading status for China if it continues to make progress on human rights and other issues, Reuters reported from Little Rock.

"I don't think we'll have to revoke the MFN status," Mr. Clinton told his national economic conference Monday, "if we can achieve continued progress along these lines."

He said the Chinese had agreed recently to stop exporting products made by prison labor to the United States, and to open Chinese markets to some American products, after "the Bush administration finally agreed to put a little heat on the Chinese."s.

Former Governor of Georgia NEW YORK (NYT) - Ellis G. Arnall, 85, who sliced through red. tape and Southern tradition as gov-ernor of Georgia from 1943 to 1947, died of pneumonia Sunday in

Can you free yourself from networking tangles without unravelling your network?

Spent any money on computers lately?

C 1992 ADET. UNIX is a

Hopefully, it's not a sore subject. If it is, it's probably because you've discovered that not all computers want to talk to each other. Yet the need for computers to exchange information has never been greater. How do you get them to communicate without totally changing what you already have?

We believe you do it by working with companies that believe in open systems. That's why we shared the UNIX® operating system, which was invented at AT&T Bell Laboratories, with other manufacturers. Now, through the people and products of NCR, an AT&T company, we're helping businesses create networks that can use many different supplicity and technologies. This approach lets you design your network around your needs, and not around the vision of a single vendor.

ATET supplies a range of services and equipment to consumers, business customers and telephone companies. We do it by listening closely and working together with you towards a solution, rather than by telling you we have a prepackaged answer mevery problem you face.

In other words, we model our networked communications on the most open relationship of all: the one we have with our customers.

Two escape artists have fied themselves together as shown. Can they separate themselves without outting the string or untying the knots?

Other former policemen want to come back to work.

but they do not have uniforms. All that is left of Mr.

Hassan's original uniform is the blue beret, the epau-

lettes, and his whistle. He had to make himself new

Tears welled in Mr. Hassan's eyes when he recount-

"I had heautiful white gloves that I used to direct

the traffic," he said in fluent Italian learned during

colonial rule of this part of Somalia. "I had a shoulder

holster and a gun and shiny black boots, and everyone

Since American troops arrived in Mogadishu last

week, thousands of Somalis have gathered on the

streets or perched in trees to stare at the passing soldiers. For the most part, they have been friendly

and curious. But in this unpredictable city, this ton can

When a Somali woman got out of a jeep full of French soldiers on Monday outside a hotel where

more than 100 foreign journalists are staying, the

crowd of mostly men, angry at her for being with foreigners, reacted like wildfire. Shouting, they quick-

ly surrounded her and threw her to the ground. Some

men stomped and kicked her, while others tore off her

clothes and hit her in the head with sticks.

khaki trousers, and he sewed his own white shirt.

ISRAEL: Soldier's Body Is Found Snapshots of Mogadishu: At Least One Touch of Normality (Continued from page 1)

four of his friends.

ed what he once had.

change in an instant.

respected me."

By Donatella Lorch

New York Times Service MOGADISHU. Somalia — Idriss Hassan received

engers that some ride sitting on the hood and the

More often than not, the din of car horns drowns

"I do it for my country and because I love being a

generally opposed as a humanrights violation.

Page 6

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Hamas, said Yossi Sarid, a member of the Knesset from the leftist Meretz bloc, "is a murderous and fanatical organization. struggling openly and declaredly against peace, and therefore it should be crushed with an open fist."

A government craekdown had begun with a reported roundup of 1,200 suspected Hamas members even before the sergeant's body was found by a Bedouin Arah woman Tuesday morning near the main toad linking Jerusalem and the West Bank city of Jericho.

While details of the autopsy were not officially announced. Israel Radiosaid the victim had been repeatodly stabbed and that it was thought he had been killed Monday hight, or roughly 36 hours hours after he was seized on a Lod street

while on his way to work. Among those arrested overnight by the Israelis was Taher Shriteh, a Palestinian journalist who works for several foreign news organizations, including The New York Times, Reuters, CBS and the BBC.

Syria Ends Visas For Exiting Jews

Reuters NEW YORK - Syria has stopped issuing exit visas to Jews living in the Arab country, sources close to the emigration movement say. The sources said that the Syriand allowed about 75 percent of the country's 4,000 Jews to leave since April but stopped issuing visas about two months ago.

A U.S. State Department official confirmed that Syria had stopped issuing visas and said that the matter had been raised at "the highest levels." She added that Syria donied any change in policy. The sources said they believed the visas were stopped because Syria might be seeking a bargaining chip in its dealings with the incom-ing Clinton administration.

Repeated attempts on Tuesday to find out from Israeli officials why Mr. Shritch had been detained

were unavailing. Un Dromi, director of the Government Press Ofhis last paycheck three years ago. Still, every day from 7 A.M. until 3 P.M., he works as a traffic policeman. fice, which had issued official credentials to the Palestinian reporter. guiding cars, camels, trucks, and people through one said he also had not been told the of Mogadishu's trickiest intersections. reason for the arrest.

It is not only a difficult task but, in a city without Mr. Shriteh, a leading journalist any form of government, electricity, or phones, it is an in Gaza, was held for 38 days last unusual touch of normality. year for sending faxes of Hamas The traffic light has been dead for more than a year. leaflets to Reuters, leading to army and the intersection, on a main avenue about a mile charges that he had kept a fax mafrom the U.S. Embassy compound, is more like a ehine illegally and had "given aid to an enemy organization." Most of bumper-car arena. Dented mini-vans, their headlights. windshields, windows, and doors missing, aggressively his time under arrest was spent in inch their way in between pickup trucks so loaded with solitary confinement.

Human Rights Watch, a New roof. Adding to the mix are the newly-arrived Hum-York-based group, sent a letter on Tuesday to Prime Minister Yitzhak vees and other American military vehicles. Rahin, expressing its concern for Mr. Shriteh's well-being. Mr. Hassan's shrill whistle. But it is a job that he does with pride.

mas arrests involved specific suspects or was instead a general roundup of people who may not be held for long. In addition to the arrests. Gaza and the West Bank have been elosed for the last two davs

in the Knesset on Tuesday, Mr. Rahin pledged that his government would continue to "strike unmercifully" against the group but would not be goaded into giving up on the peace negotiations under way in

Washington. The prime minister was clearly on the defensive, for the recent explosion of violence has undermined his election promise last spring to guide Israel toward a peace agree-ment while preserving Israelis' security. He has come under withering attacks from rightist opponents for having made concessions to the Palestinians that, in their view, make Israel lonk weak and vulnerahle to still more violence.

"This terrorism reflects the national and religious Arah fanaticism to exterminate us, to murder Israelis and murder the entire Zionist idea," said Benjamin Netanyahu, the presumed front-runner to become the Likud party's next leader.

WRECK: Scramble for Souvenirs

(Continued from page 1) and Exploration, which carried out the expedition with a manned minisubmarine, Titanic Ventures agreed not to sell any artifacts brought up from the wreck, but it ean organize exhibitions and charge an entry fee. Individual owners, though, will be allowed to sell any items they now recover. Mr. Josselin nonetheless antici-

pated conflicting claims of owner-

Identifying ownership will be difficult. Four tie pins carry the initials "RLB," some leather goods identify where in London and Paris

they were acquired and ournerous bottles display the names of the oils, dyes and lotions they once carried, hut invariably there is no hint of ownership,

A starving youth in a Baidoa feeding center on Tuesday was among many waiting for Western help to arrive. Indeed, while some of the jewelry may have more intrinsic value, the items' principal worth is simply that they come from the Titanie and, as such, may interest collec-

"What most struck me," Mr. Jos-selin said, "is that in such a long list in which each student tries to make a pet point, with no one putting it of day-to-day objects, there was nothing made of plastic. That, if nothing else, shows how much times have changed."

what the last person said. ference for him was not just a dis-

all together or paying attention to what the last person said. Noce of it seemed to bother Mr. Clinton, probably because this con-ference for him was not inter a dia. all together or paying attention to

MA STAR

CLINTON: An Experiment in Political Education "Just think of the ripple effect," more private sector peop said his communications director, suring their employees." more private sector people stop in-George Stephanopoulos. "Even

"We are literally now up to 100.000 Americans a month losing their health insurance," he contin ued. "An enormous percentage of them then qualify for state Medicaid benefits. Then, as soon as they

should coosider using military force only in those situations where

the traffie police and works at the intersection with She pulled out a knife and managed to stab one of trust of foreigners here, and the Somalis who were the

her attackers before the weapon was wrestled away

The attack was witnessed by journalists on the roof

from her. Then the men dragged her by her hair into a

nearby compound and they threw stones at passing

of the hotel, and French Foreign Legionnaires

watched from the roof of another building. No one

Later jailed on charges of suspected prostitution.

It was all over in 10 minutes. The crowd returned to

she faces trial before a religious court. Newspapers

n

Weapons may have mostly disappeared along the main avenues of Mogadishu, hut they are highly

Patched together under rusty corrugated tin roofs

It is one of husiest places in the city, and one of the

roughest. Hundreds of Somalis meander through the

chaotic, pickpocket-infested crowd accompanied by bodyguards toting M-16s and AK-47s. Armed men guarding the stalls and stores threatened to shoot

loiterers, including Western ones. There is much dis-

100.

and hurlap-topped huts, the market stretches ont

aloog narrow, muddy lanes in the western part of the

said that if convicted, she might be executed.

photographers.

intervened.

capital.

soldier-watching.

visible at the Bakara market,

on his four years in office. in November evidently believed

Mr. Bush had sorely neglected: the U.S. economy.

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have been charging reporters a va-ricty of "registration fees."

"I'm glad some of these people aren't that badly off,' said Gunnery Sergeant Arthur Torres, 36, of San fields

Diego, motioning to workers in the "But help's here for a lot of other

SOMALIA: Signs Along the Way (Continued from page 1) dishu on the way to Bali Dogle, long green rows of corn sprouted from reddish-brown soil on either relief workers say the daily death

toll has been creeping back toward side of the road. A middle-aged man and woman were seen tilling Securing the Baidoa airport is the soil with short hoes. Mango one of the troops' first goals. Altrees, banana palms and tomato though it has been open to relief vines grew in other fields. flights for months, armed clansmen

most talkative with a Western visitor were the few

At a wheat store, the counter is used to prop up the owner's recoilless rifles. Much of the wheat, rice, and

flour in the stores has made its way to the market after

being looted from the warehouses and convoys of

foreign relief agencies trying to alleviate the suffering

The lonting may have kept the Somali economy

afloat, allowing the citizens of Mogadishu access to affordable food. But in the last couple of weeks, prices

for basics have skyrocketed because supplies have

Dates imported from Sandi Arabia cost the equiva-lent of \$1.80 a pound, sugar from China has tripled in price in the last week to \$3.60 a pound, and rice has

Conversely, the price of weapons has plummeted since the Americans arrived and began fitful efforts to collect arms from Somalis. An AK-47, the most popu-

lar assault rifle here, now fetches \$50, down from \$150

One of the biggest businesses is in Somali passports.

For \$50, anyone can choose from stacks of green passports, complete with stamps and an empty plasti-

4

doubled to 70 cents a pound.

cized square for a photograph.

people who hissed: "Be careful! Watch out!"

in the famine-stricken interior of the country.

dwindled

a week ago.

On a footpath next to the roadhave looted the food convoys and way, men armed with switches and terrorized aid organizations in automatic rifles herded hundreds town. Some gunmen have exacted thousands of dollars in landing fees of meandering camels toward the market in Mogadishu. from the aid planes, while the local police, who recently materialized,

"People out here live a lot better than in the city." said Corporal Patrick Haley, 24, a sniper observer from Houston. "These people aren't skinny. They seem healthy." But there were also signs of pov-

erty, and of the chaos brought by the two years of civil war. Power poles stood naked on the

roadside, their cables long since stolen for their copper. At hamlets along the route, residents sat in

ramshackle twig huts, some roofed with corrugated metal,

people, and that's what we're going to he doing.'

After the Marines take control of the airfield, letting relief flights in unimpeded, they plan to fan out into the surrounding town to begin securing food convoy routes.

President George Bush's special envoy to Somalia, Robert B. Oak-ley, met with reher workers and clan leaders in Baidoa on Tuesday,

and told the relief agencies that the military would explain to them on Wednesday how the relief effort would work.

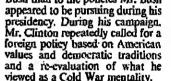
"We're not expecting any real opposition," said Captain Robert Castellvi, the commander of the unit that will lead the ground convoy into Baidoa. Thirty kilometers outside Moga-

BUSH: President Sets Forth Foreign Policy Doctrine (Continued from page 1)

the stakes warrant, where it can be effective, and its application limited in scope and time. "As we seek to save lives, we

must always be mindful of the lives

recent history and historians' views on his four years in office. that outlined oo Tuesday hy Mr. Bush than to the policies Mr. Bush As he spoke, President-elect Bill Clinton was chairing a detailed roundtable on the issue that voters



It was not clear if the mass Ha-

policeman," he said. There were once more than 200 traffic policemen in Mogadishu. Now there are only a handful, said Mr. Hassan, a slim 55-year-old who has spent 30 years in

Discussing the Hamas roundup



Mr. Bush made it clear that he was not endorsing "reckless, expensive crusades" but rather an activist American approach.

The post-Communist world, with its clashes of nationalism, he said, "could he as menacing" as the Cold War, he said.

"And let me be blunt," he added. "A retreat from American leadership and from American involvement would be a mistake for which future generations, indeed our own children, would pay dearly."

History will record, he said proudly and to sustained applause, that "the end of the titanic elash of political systems and the collapse of the most heavily armed empire in history took place without a shot being fired."

The president received his most enthusiastic ovation when he referred to his long years in positions of political leadership.

"History is summoning us once again to lead," he said. "Proud of its past, America must once again look forward and we must live up to the greatoess of our forefathers ideals, and in doing so, secure our grandchildrens' fntures. That is the

cause that much of my public life has been dedicated to serving." He said he was "very confident" that Mr. Clinton would "do his level best to serve the cause" that he outlined Tuesday.



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Kremlin Chief: A Manager With a Good Record

The changes, he added, "have a great momentum of their

Mr. Chernomyrdin tried to calm nervousness about the

future of Russian economic change by asking members of

the Gaidar cabinet to stay on, at least for now, and restating

But in his first interview as prime minister, with the Itar-

trying to reverse the fall in industrial production, which is

"No reform will work if we destroy industry completely,"

the said. "We should switch to another stage — pay serious attention to production. This will enable us to do more for agriculture, for boosting output. We will rely on hasic, key industries, that will help revive the rest."

As Mr. Gaidar fought to prevent a continuing and infla-

tionary flow of central bank credits to Russia's struggling

factories, he insisted that it was "impossible to produce our

his support for "a market-oriented economy."

down about 25 percent from a year ago.

By Steven Erlanger New York Times Service

MOSCOW --- Viktor S. Chemomyrdin, Russia's new prime minister, has had a long and successful career as a thing we have accomplished being in vain." manager and cabinet minister in charge of the country's huge gas and energy complex. own, and it is very difficult to reverse them."

What was striking was how few of the legislators who voted for him know much about him. But many said they knew the type: a strong, experienced administrator who ran a vital industry with wide international contacts, but who was no Communist Party hack.

Mr. Chernomyrdio had been brought into the cabinet of Acting Prime Minister Yegor T. Gaidar at the end of May with two other industrialists.

Their inclusion was an attempt to broaden Mr. Gaidar's government of young, Westernized economists and appease outraged managers of state enterprises, who were struggling with the end of a centralized, command economy and the collapse of the Soviet Union.

But Mr. Chernomyrdin's appointment as a deputy prime minister for fuel and energy was based on competence and caused no controversy. He replaced a Gaidar friend, Vladi-mir Lopukhin, who was acknowledged to have been a failure in the job.

Mr. Chernomyrdin, 54, is widely considered "to have worked hard in the government, and with no political amhitions," Nikołai Vorontsov, a pro-change legislator and for-mer environment minister, said on Monday,

way out of crisis" by making goods that no one wanted to But Mr. Chernomyrdin is expected by Russian lawmakers,

Mr. Gaidar himself was generous in his comments

"I treat him with respect," he said of his successor. "He open, which may risk turning the already dangerous 25 to 30 sees the priorities of reforms in a slightly different way. But percent monthly inflation into something close to hyperinon the whole, Chernomyrdin wants reforms to be carried on. flation, or 50 percent a month, by spring This is why I'm not an out and out pessimist about every

Mr. Chernomyrdin said Monday that his main task was "to deepen reform, but without impovenishing our people." His statements implied further efforts to strengthen the social safety net, slowing the rise in unemployment, and continuing to raise pensions and salaries in line with inflation. Such policies will inevitably create a bigger deficit, which when added to new credits, is likely to further delay

already fading Western hopes for economic stabilization. But if Mr. Chernomyrdin can help export industries like gas, oil and timber, and crack down on illegal exports, be Tass press agency, and in a statement thanking the Congress of People's Deputies, he gave a clear sign that his "priorities of reforms" would be different and would concentrate on may begin to bring in the hard currency Russia needs for crucial imports and to support the ruble.

Viktor Stepanovich Chernomyrdin was born in 1938 in a village in the Orenburg region of Russia, worked as a compressor operator, and graduated from a technical institute through correspondence courses. He next became a machine operator at an oil refinery, and, from 1967 to 1973, worked in the industrial department of the Orsk city Communist Party. He moved into the gas industry and served as an instructor in the party's Central Committee from 1978 to

That year, he was made deputy minister of the gas indus-ury, and, in 1985, when Mikhail S. Gorbachev came to power, he became a minister. In 1989, he turned his ministry into the first state corporate complex, Gazprom, and was its chairman before joining the Gaidar government in May Western diplomats and economists to keep the credit tap 1992.

dialects.

perts and a paucity of diplomats

conversant in Turkish and related

man Demirel of Turkey visited To-

Marching Band Walks Off With Booty in Japan

Page 7

The Associated Press TOKYO - Members of the Fexas Southern Uoiversity marching band stole more than \$22,000 of electronics products on a trip to Japan and returned most items when the police threatened not to let the band leave the country,

officials said Tuesday. The band was in Tokyo to play at a football game between two U.S. colleges Dec.

A police spokesman said that before their return to the United States, the 126 band members were taken in buses on a shopping trip to an area with many electronics shops.

Store employees saw mem-bers stealing products and chased them, but the Americans returned to their buses, the spokesman said.

Shopkeepers could oot identify the thieves since the band members were wearing uniforms.

The police told band mem bers that unless the stolen products were returned, the buses would not be permitted to leave.

About 100 items were given back, hut about \$3,500 of goods were oot returned.

A spokesman for the Jananese organizer of the game said that officials had received money for the unreturned products from Texas Southern.

Tuesday. He restated support for "a market-oriented economy."

With Oil and West's Appeals in Mind, Tokyo Plans Aid for Central Asia

By Steven Brull al Herala Tribune TOKYO - Japan, hamstrung politically in responding to grow-ing Western demands to give assistance to Russia, is laying the groundwork to become the leading donor to the five Central Asian republics of the former Soviet

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20%

Union The aid, which could begin flowing next year and eventually be-come substantial, is aimed chiefly at supporting the transition of those states from centrally planned to market economies.

Tokyo wants to help stabilize a region where an ascent of Islamie fundamentalism could create disturbances affecting oil shipments from the Gulf, Japan's main source of supply, officials said. But Japanese aid to the republics

-Kazakhstan, Turkmenistan, Uzbekistan, Kyrgyzstan and Tajiki-stan-also provides a way to satisfy growing Western pressure to share the burden of aiding states that have spun out of the Russian

Officials say President Boris N. Yelisin's cancellation in September of a visit to negotiate the two nation's long-standing territorial dispute hardened attitudes in the gov-erning Liberal Democratic Party, and quashed hopes held in some quarters of stepping up aid to Mos-

"It's the pragmatic way to assist

The Hague Appoints New EC Commissioner

THE HAGUE - Foreign Min- Treaty on European Union.

Russia," said Dennis Yasutomo, a visiting scholar at the Ministry of Finance and an associate professor in the southwest, officials returned at Smith College in Northampton, from the region impressed by the cultural affinities. "They look like Asians and they think like Asians." Massachusetts.

Giving aid to the republics also a senior Finance Ministry official underscores Tokyo's growing ability in the post-Cold war era to adopt Japan's strategy appears loosely coordinated, with different minismore independent and strategic nolicies.

"They're taking real leadership in central Asia," said Robert Orr, director of the Institute for Pacific **Rim Studies of Temple University** in Japan. "They intend to be the

major player," he said. The United States and the European nations, he added, lack the means or determination to aid the region as much. Japan's official development as-

sistance budget is the world's largest, and it is expected to grow by 5 percent, to about 1 trillion yen, or \$8.06 billion, in the fiscal year beginning oext April. Although Tokyo coordinates its aid with Western-dominated institutions, its policies have assumed greater inde-pendence, especially in Asia, a re-

gion it sees as its natural sphere of influence. Japan began exploring its inter-est in the central Asia republics in May, when Foreign Minister Mi-

chio Watanabe visited the region. A high-level Finance Ministry delepation toured in October.

Although the central Asian re-publics straddle the crossroads be-

Asia and the Middle East, and the Foreign Ministry in the cration and Development. The list, of the European Bank for Reconless taken a series of steps that set

month, when Japan overcame French and U.S. opposition to put the five republics on the develop-ment assistance country list of the Organization for Economic Cooptries pursuing separate agendas

the stage for becoming the domi-nant aid donor to the region. support because it allows Tokyo's ment bank. A key decision came earlier this assistance to be defined as develop-Japan also plans to open embas-

ment aid. though they are already members faces a serious lack of regional ex- opment funds to the region.

from China in the northeast to Iran lead. But the natioo has nonethe- which serves as a guide to which struction and Development. There countries should benefit from aid, is oo precedent for states belonging

Japan will get help from Turkey, which is vying with Iran for region-al influence. Prime Minister Suley-Japan also plans to open embas-sies in Kazakhstan and Uzbekistan Tokyo has also been leading a drive to admit the republics to the Asian Development Bank, even use Japanese aid. But Japan still kyo last week and asked Prime Minister Kiichi Miyazawa to assist setting up a bank to provide devel-

ister Hans van den Brock of the Netherlands will succeed Frans Andriessen as the Dutch European commissioner, effective Jan. 2, the government said Tuesday. Prime Minister Ruud Lubbers

told the States-General, or parliament, that the Netherlands had offered the EC Commission its best candidate in view of the current problems within the European Community.

"It is important, considering the phase Europe is going through with all its worrying aspects, that the best possible could be expected of Netherlands," Mr. Lubbers

Mr. Andriessen, the loogestserving member of the European Community's executive commission and the second most senior official in Brussels after Jacques Delors, president of the commis-sion, asked not to be reappointed, the Dutch Foreign Ministry said. Mr. Van den Brock will be succeeded by Picter Kooijmans, 59, a law professor.

Mr. Van den Broek, 56, a Christian Democrat who became foreign ister in 1982, is the longest serving member of Mr. Lubbers's center-left cabinet.

In submitting his resignation, he said that he was determined to work for closer European ties. An articulate advocate of the

federalist approach to European integration, he is seen as one of the $\times PHHH$ PARIS 1st

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Politicia his appointment was a surprise and that it throws into question the fu-ture of Mr. Lubbers, who is widely seen as the front-runner to succeed Mr. Delors as president of the com-

main architects of the Maastricht



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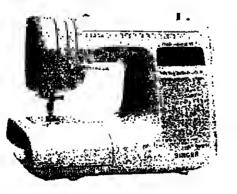
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Clinton's Team: The Fray Will Be Interesting

WASHINGTON — There is an oddball quality to Bill Clinton's first round of cabinet and White House appointments that suggests that the new president will be kept busy refereeing fights within his administration. That

referencing fights within his administration. That may be exactly what be wants. He has set up a situation in which major constituencies of cabinet departments will be appealing decisions of "their" secretaries to the White House, and conflicts of ideas and priori-ties among the decision makers will likely have to go to the president for resolution. It is this invitation to infighting as much as the strangeness of some of the choices that has Wash-ington huzzing. This has to be the first time that

ington buzzing. This has to be the first time that the Environmental Protection Agency director is designated ahead of the secretary of state, or that

the secretary of commerce is a notable and the White House chief of staff an unknown. Maybe it will all make sense when the lineup is complete. So far the roster is notably shy of the grass-roots voices and fresh ideas that Mr. Climton was expected to draw from the ranks of state and local elected officials and the "reinventing government" think-tank crowd. But there are plenty of jobs still to be filled.

plenty of jobs still to be filled. Individually, the men and women he has named are as bright and academically well-cre-dentialed as oue would expect from a George-town-Oxford-Yale Law product who picked a Harvard grad for a running mate. Intellectually elite, the appointees surely are, Whether they will work as a team is another question.

It may be, as one transition official told me, that Mr. Clinton is deliberately counter-programming. He may be putting people in unexpected positions in order to keep the interest groups from taking over the administration before it has even opened its doors. If so, it is smart strategy. But it is producing some unexpected results.

By David S. Broder

Harvard University's Robert Reich, whose economic theories have influenced Mr. Clinton economic theories have influenced Mr. Clinton greatly, seemed a natural for a top White House policy job. But instead he winds up as secretary of labor — an operating position traditionally reserved in Democratic administrations for a pal of the unions, which Mr. Reich is not. Donna Shalala, who has run two universities, was touted for secretary of education. Instead she is named secretary of health and human services — not welcome news to the medical

services — not welcome news to the medical industry but fine and dandy with two Shalala buddies, Hillary Clinton and Marian Wright Edelman of the Children's Defense Fund.

Edelman of the Children's Defense Fund. Ron Brown, the first black to head the Demo-cratic National Committee and a savy, well-connected Washington operative, would have been a plausible and persuasive White Honse chief of staff. Thomas (Mack) McLarty, Mr. Clinton's boyhood friend, doesn't know much about Washington but, as chairman of a Fortune 500 natural gas company, would have been a credible secretary of commerce. So Mr. Clinton makes Ted Kennedy's old pal Mr. Brown the secretary of commerce and names Mr. McLarty as chief of staff. Go figure. If be wanted to keep the doctors from domi-nating the Department of Health and Human

nating the Department of Health and Human Services, as they have done for the last four years, the unions from calling the shots in the Labor Department, and business from thinking it ran the Commerce Department, he has been shrewd, But in seeming contradiction of that principle he let his super-environmentalist vice president, Al Gore, put a protégée, Carol Browner, in as head of the EPA, thus assuring that one interest group at least would dominate its part of the bureaucracy.

The disposition of the agriculture, interior and education scretaryships — three other depart-ments often run by their constituency interest

ments orten run by their constituency interest groups — may tell which pattern will prevail. In some areas Mr. Chinton has been extremely conventional. Senator Lloyd Bentsen of Texas, a gray-haired model of caution and calm judg-ment, is a treasury secretary right out of Central Casting. With one Wall Street big shot, Roger Altman, as his deputy and another, Bob Rubin, heading the White House's National Economic Council the message to the financial community Council, the message to the financial community is "business as usual."

is "business as usual." Similarly, by putting two of the Democrats' brightest budget wonks, the Honse Budget Com-mittee chairman, Leon Panetta, and a former Congressional Budget Office director, Alice Riv-lin, in charge of the powerful Office of Manage-ment and Budget, Mr. Clinton seemingly sig-naled to the markets that be wants strong anti-definit measure. Only three unfind enough to deficit measures. Only those unlind enough to recall how David Stockman and Richard Dar-man, for all their vannted power and brilliance, were thwarted in that goal as budget directors will question Mr. Clinton's commitment, With quadranted lawreign of economic acting

With quadruple-layering of economic policy — among Treasury's Bentsen and Altman, the Council of Economic Advisers' Laura D'Andrea Tyson (a Berkeley academic), the White House's Rubin and OMB's Panetta and Rivin — Mr. Clinton has a mechanism that looks too too. Clinton has a mechanism that looks too top-heavy for efficient decision making. But he has guaranteed that be will hear a

But he has guaranteed that be will hear a variety of views and probably bas seeded enough conflict to have to step in and resolve it himself. That was Franklin Roosevelt's way of operating, and if it works as well for Mr. Clin-ton all the muttering about the oddity of his choices will soon be forgotten. The Washington Post.

A Mistaken

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setts - If the ouster of Russia's acting prime minister, Yegor Gaidar, on Monday means an end to the "shock therapy" experiment, the West should have no regrets.

The radical economic changes had many supporters in Russia and the West when they were started in January. But a policy must be judged on its record, and the Russian plan's

Far from creating the basis for a revival, the free-market plunge main-ly worsened an already serious crisis. Private initiative has indeed fostered per economic activity but lambu in new economie activity but largely in small-scale commerce, services and a

sman-scale commerce, services and a free-wheeling financial sector. Meanwhile, production bas fallen about three times as fast in 1992 as 1991 and prices are spiraling upward. Most Russians have been pushed below the poverty line, including much

of the middle class. It is not surprising that Russians and their political parties and organizations have become increasingly vo-cal in their complaints about the deteriorating economy and in calls for a new direction.

While most Russians still want serious economie reform, they are appalled by the mass impoverishment and industrial destruction the current strategy has caused.

Some experts claimed that "shock therapy" was merely destroying inef-ficient "dinosaur" enterprises that should be allowed to die, But even previously successful enterprises, such as the giant Vaz Auto Works, were threatened by the tight credit required by "shock therapy." It is wasteful to allow even ineffi-

cient factories to be destroyed if nothing better is available to replace them. It is better to reform existing enterprises than to follow a path that would lock Russia into total depen-dence on exports of raw materials and imported manufactured goods.

What new policy will energe is uncertain. Since pressure from the Civie Union bloc and other centrist groups is largely responsible for the Gaidar ouster, the new policy may incorporate the centrists' suggestions.

These include measures to revive industrial production while seeking control of inflation, government ef-forts to increase investment in industry and infrastructure and a more deliberate pace of privatization to en-able viable state enterprises to re-

George Bush can secure a place in history

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larger significance of the treaty. START-2 would ban all land-based multi-warbead missiles and reduce the total of warheads on each side to between 3,000 and 3,500 — down from 11,000-plus today. Strategie realities argne for a prompt conclusion. The fewer warheads Russia de-

ploys, the easier they are to control. Moreover, given the current political turmoil, the sooner Russia begins to take them out of service, the better for the United States. There are three remaining issues: First, Russia, in its straitened circum-

stances, would like to avoid the cost of constructing new single-warhead missiles and silos to shelter them. It would like to turn its six-warhead SS-19 missiles into single-warhead missiles by removing five of the warheads. Washington could accommodate Moscow so long as it can be assured that the warhcads cannot be reloaded later on. That means redesigning the missile,

but the military commanders are the right people to make these operational decisions. The shadow of Beirut, where several hundred pose is not to take over and run the coun-try but to hand it off to a Somali political Americans died in a situation in which the process whose reconstruction is being overseen on the ground by a UN represen-tative, Ismat Kittani. Care in the military American government did not appear to know what it was doing hangs over Somalia. A crack of political difference has opened between the United States and the United Nations. Now that the United States is there, the United Nations wants Washingaspect of this operation can give its politi cal aspect the auspicious launching that Somafia desperately needs. ton to move beyond its chosen purpose of

-THE WASHINGTON POST.

Opportunity for Bush

as the president whose diplomacy ended, at long last, the nuclear arms race. One crucial piece of the puzzle eludes him - completing a second strategic arms treaty. START-2 could be his most important legacy. Yet this magnificent opportunity might slip

away unless he personally intervenes. Secretary of State Lawrence Eagle-burger and Foreign Minister Andrei Ko-zyrev have failed to resolve a few remain-ing technical issues. These pale next to the

which would be expensive, or destroying the warheads and providing for intrusive inspections, which would cost a lot less. Second, Russia would like to deploy single-warhcad missiles in the silos that now house its mammoth 10-warhead SS-18 missiles. That would be acceptable as long as Moscow destroyed the SS-18 or altered the silos to make them incapable of launching the SS-18 — both relatively cheap fixes. Finally, the United States is planning to

convert some nuclear bombers to carry conventional warheads. Russia wants constraints on the ability to reconvert the planes into nuclear bombers. Here is an issue on which the United States could give ground and still maintain a robust deterrent.

Even if the treaty is signed, Russia could delay actual disarming ontil Ukraine rati-fies the START-1 treaty and signs the Nonproliferation Treaty, as it pledged to do. President Bush has met some of Ukraine's demands — covering the costs of disman-tling its 176 multi-warhead missiles and paying for its share of the uranium extract-ed from warheads on its soil. And he is trying to work out some form of reassurances on Ukraine's security with Moscow. Bureaucrats tend to tie themselves up in technicalities. It takes political leadership to raise their sights. Opportunity — and history — await America's last Cold War president. - THE NEW YORK TIMES.

Promoting Special Interests Is the American Way

Discussing Economics

One of the things new presidents do is change the terms of national debate. That is part of what Bill Clinton was attempting on Monday at the national televised economic conference - Ross Perot might have called it "electronic town hall" - in Little Rock.

The Republicans spent 12 years broadcasting their view that government was the problem, the great burden that the economy had to bear. The Democrats, whether of the new or old variety, have a different perspective. They took the occasion to express it on Monday, and to float a few trial balloons besides. The president-elect used the conference, which continued on Tuesday, to make these points:

• The economy may well be recovering from the recession, but simple recovery is not enough. The election was about structural. not just cyclical, problems, and enormous structural problems remain to be resolved.

 The greatest of these is a low level of investment, broadly defined to mean public as well as private outlays and investment in people no less than in the traditional fields of plant and equipment.

 Higher rates of investment — all kinds - will restore the growth in productivity or output per worker on which a rising national standard of living depends. Increased investment in people, meaning more spending on education and training, is also the only long-term answer to the increase in income inequality that has split the country for the past 20 years. There is a special need to spend more on the fifth of all children who are poor. Marian Edelman, president of the Children's Defense Fund, laid out as a short-term agenda the immunization of every child against preventable diseases and full funding of Head Start, you can be confi-dent you will hear more of both proposals. • The need for increased public invest-

ment in a weak economy means, in Mr. Clinton's view, that deficit reduction cannot be the overriding goal. "If you go for one hard strategy over another, you might wind up aggravating some of these other issues." He is right that the choices are "complex," but we hope he does not stray too far from deficit reduction. There is no way the Democrats can accomplish their social objectives unless they first refill the Treasury,

 Mr. Clinton floated the idea of creating a so-called capital budget to put the deficit in a different perspective. He asked whether the government should follow bu-

siness's lead and "draw a distinction between borrowing money for investment in our future and borrowing money to pay for [current] costs." The answer, if this means creating a separate "investment budget" that would not count against the deficit in the same way as the rest of the budget, is surely no. Every federal expenditure would suddenly become an "investment"; the danger exists thetorically even now. Mr. Clintoo himself noted elsewhere in the procccdings that, if anything, the structural deficit is currently understated; excess So-cial Security taxes (which will be needed to finance the baby boomers' retirement in the

next century) mask the deficit's true size. Health care is the killer cost for every sector of the economy. Medicare and Medicaid are the accounts that threaten to cat the federal budget. Ford Motor Co. now spends as much on health care as it does on steel, its chairman and chief executive officer says. Part of this is a shift in cost; the rates Ford pays include the cost to hospitals and other providers of so-called uncompensated care, the care of the uninsured. The examples were used to make a case for a system that would include both universal health care and strong cost controls, which happens to be what Mr. Clinton has said he is for. He isn't president yet, but he is already using the pulpit.

-THE WASHINGTON POST.

Other Comment

The Yeltsin Difference

Through all the turmoil of Russian politics, the crucial question for the West re-mains to what extent Boris Yeltsin and his policies can and should be supported. Com-parisons are made to Mikhail Gorbachev's final years in power, when there was specu-lation as to what could be done to help keep, perestroika afloat. But there are important differences; Mr. Gorbachev's concept of reform was always tactical, a short-term, often stop-gap response to immediate challenges; his successor has a comprehensive strategic concept of systemic reform, though he has so far been unable to carry it out. Forther, Mr. Yeltsin, unlike his predecessor, enjoys the legitimacy of having been democratically elected to his post.

- Neue Zürcher Zeitung (Zurich).

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IUANITA L CASPARI, mermanonul Ameriung Lurcor - NODERT PARKE, Circumon Director, Caroje International Herald Tribune, 181 Avenue Charles-de-Ganile, 92521 Neuilly-sur-Seine, France. Tel.: (1) 46.37.93.00. Telex: Circulation, 612832; Production, 630698. Directeur de la Publication: Richard D. Simmons Chairman from 1958 to 1982: John Hay Whitney

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ness lobbies, American and foreign. What is more, in charge of the labor, environmental and healthwelfare departments will be people who represent the most controversial kind of special interests. That is: lifelong commitment to philosophics of government that offend some companies, unions or other groups that will be affected by them.

Wonderful news. Mr. Clinton's decision to appoint people who in the past represented special inter-ests means several healthy things. They will be likely to know what

they are talking about. The public, given responsible congressional hearings, press attention and dives-titure laws, will know what it is get-ting. And, hallelujah, the appoint-ment should end the great American charade of pretending that special interests by nature are evil interests by nature are evil.

In the 1992 campaign all the can-

T OKYO-As the first U.S. presi-dent born after World War II

and the first elected after the end of the Cold War, Bill Clinton faces the

challenge of transforming a deteriorat-

ing, asymmetric and outmoded rela-tionship with Japan into one that is

genuinely equal, constructive and be-

Japan can contribute in this over-due change, but for the United States

Formulate a Japan policy. Japan is too important to forget each time the U.S. trade deficit dips or a Bosnia

Wanted: Policymakers

who understand Japan.

crupts. Implementing a national com-

petitiveness strategy is a necessary condition in deal with the "Japan

problem." But even if the United

States had no federal budget deficit,

the highest saving and investment rates in the world, the best education

and work force training system in the

world, etc., these alone would be in-

adequate to address the profound challenges posed by Japan. What is

needed is an explicit, coherent and

strategie policy focused on Japan. Recognize that Japan is different, Japan is different from the United

fitting the 1990s and beyond.

several actions are imperative.

By A. M. Rosenthal didates denounced them with roumorally to submerge their past inter-

ests live up to the rules. Two: If they tine passion. The truth is that America consists of groups that are entitled to push for their special interests and do. As long as they do it openly and don't, they get thrown out. In journalism, columnists and editorial writers openly express opinions and try to influence peo-ple. But reporters and news editors legally, they are constitutionally protected and vital to democracy.

Every American is a bouquet of special interests. Some just smell better to particular noses. Here are a few of mine: As a New Yorker, I am in favor of generosity to the cities. As a Jew, I fight racial or religious prejudice as hard as I can. As a newspaperman I am almost a First Amendment absolutist — al-most. Also, I like low postal rates for newspapers. I am anti-Commu-nist and anti-fascist. I do not believe

in neos and am scornful of nons. Eliminating officeholders with special interests in their backgrounds would eliminate most peo-ple in the country. Mother Teresa would be banned and not one of the 1992 candidates nominated.

The special-interest nature of the society depends on two conditions. One: Americans who take jobs in which they are expected legally or

U.S. policy has since 1945, that Ja-

pan's economy will automatically come to resemble America's.

Akio Morita, the Sony chairman,

working for nonpolitical publications or stations are honor bound to put aside their own special interests. Their job is to present articles that provide the public with the infor-mation to make up its own mind. And the public servant is honor und - the phrase is not embar-

rassing once you get used to it — to put aside past commercial or polit-ical interest or ideology to serve only public interest as defined by law or common decency. Crooks happen. But the alterna-

for American interests. For instance, the U.S. security presence in Asia can-not be considered apart from the eco-

nomic benefits Japan reaps from it. Cool the rhetoric while solving prob-

tive is to appoint only nincompoops or failures, assume all successful in-tellectuals, politicians or business people are scoundrels and make vnicism the only American value. Still. In almost all of us there are CYI collections of special interests that make it impossible to trust some

Seven Ways for Americans to Take Japan Seriously

By Glen S. Fukushima

that is no reason to throw away the whole bouquet and settle for a bunch of dry weeds. people for public office, people who

have broken no law but who you feel in your stomach should not be hanging around government. My special interests include a sur-

that are enemies of democracy. Thanks to the New York weekly The Forward, I know the very special interests of the chicator Johnetta Cole, head of education, labor and humanities in the Chicaton interest

manifies in the Clintonian interim.

Ms. Cole was a member of the

national committee of the pro-Cas-

tro Venceremos Brigade, helped di-rect the U.S. Peace Council, which

was pro-Soviet, anti-Israel, pro-Marxist in Grenada, anti-criticism

of the North Vietnamese - the usu-

a collection of far-left loves and hates. I think her appointment was a mistake that should be explained.

I hope she does not hang around government much longer.

Propagandists for dictatorships

don't suit my particular nose. But

The New York Times.

cepts outlined above, the Clinton ad-

ministration has a golden opportu-nity to create a new and constructive U.S.-Japanese relationship as it pre-pares America for the 21st century.

The writer, an American business.

man based in Tokyo, directed Japanese

affairs at the office of the U.S. trade representative from 1985 to 1989, and has participated in President-elect Bill

Clinton's economic summit in Little

Rock, Arkansas. He contributed this

comment to the Los Angeles Times.

vamp themselves while encouraging the growth of new private companies, Replacing Mr. Gaidar with Viktor Chemomyrdin does not necessarily mean democratic reform will cease. vival instinct for democracy. So it is impossible for me to trust for office people who have long been associat-ed with far-left or far-right causes

The centrists pushed Mr. Gaidar out using legitimate democratic methods. The real threat to democ-racy would have been six more mouths of "shock therapy."

The resulting polincal-economic turmoil might well have brought to power the proto-fascist groups in the National Salvation Front, destroying any hope for enduring democracy. Mr. Gaidar's fall does not spell the

end of economic reform. Rather, change is likely to take place more gradually, with greater government guidance and with more concern for protecting living standards and sal-vaging what can be salvaged from existing productive institutions. Indeed, the Civic Union's call for

indeed, the Civic Omon's call for the government to play an active role in reviving production, rebuilding the infrastructure and promoting new technologies resembles Bill Clinton's program for the U.S. economy. "Shock therapy" resembled the laissez-faire or "trickle-down" eco-nomics that has so damaged the U.S.

nomics that has so damaged the U.S. economy for the past 12 years. Mr. Clinton should make clear his

willingness to assist the Russian government in pursuing a democrat-ie alternative to "shock therapy." The chances of success for a different strategy will be much greater if the United States accepts the change and offers support.

Failure to do so will heighten the risk that an economie and social breakdown will lead to a new authoritarianism - with grave implications for the Russians and the rest of the world.

The writer is professor of economics at the University of Massachusetts at Amherst. He contributed this comment to The New York Times.

IN OUR PAGES: 100, 75 AND 50 YEARS AGO

1892: Canada Is Offended

PARIS - Canada is angry with the likely to conflict. The aim should be United States - not for the first time. It is "only pretty Fanny's way," as the song says. Now she is very wroth. It seems President Harrison offended when he referred to the "unto maximize areas of cooperation, ensure benefits from competition and understand Japan — its language, history, psychology, politics, econo-my and business practices. The U.S. friendly" attitude adopted by Canada on tariffs. The Finance Minister of the Dominion denies this charge, and declares that the United States government's Japan expertise is blocked the way to an alteration of woefully inadequate. Japan must be the tariff by insisting on a preferentaken seriously enough to be dealt tial treatment, especially against Brit-ish goods. Canada would not agree and the negotiations broke down. with by Americans who know that country, just as Japan has the good sense to use government officials and business people knowledgeable about the United States.

1917: Italy's Message

ROME - On the occasion of the declaration of war by the United States on Austria-Hungary the King of Italy sent this telegram to Presi-dent Wilson: "The United States has with the ital form to a the states in a With the United States and Japan making up 40 percent of the world's gross national product, how these nations identify problems, resolve differences and work together has established itself firmly on the side of right, and its entry [into the war] will assure victory. The Italian nation profound implications for the international system. By adopting the pre-

threw itself into struggle in the name of its superior ideals of justice and for the realization of its legitimate aims. Italy has the greatest confidence in the nited power of the United States."

1942: Quailing at His Slip

WASHINGTON - [From our New York edition:] Anguished because President Roosevelt spelled Genera-lissimo with too many "I's." the Of-fice of War Information got busy with ink eradicator today [Dec. 15]. "My dear Generallissimo," said the salutation on a longhand letter to be transmitted by radio-photo to transmitted by radio-photo to Chungking. It is a safe bet the gract-ing will be "My dear Generalissimo" before the facsimile is sent. O.W.I. workers announced that the note would not be available until tomorrow but gave no reason for the delay. But the story was already out. Picthres taken at the White House show-ing President Roosevelt handing the letter to the Chinese Ambassador revealed the orthographic slip.

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asserts that Japanese companies ex-pand market share through cutthroat lems. In the past decade, the two govpricing, underpaying and overworking emments have stayed friendly while their employees, paying meager divi-dends to shareholders, neglecting the environment and making insufficient public rhetoric has grown hostile. What we need is candid problem-solv-ing negotiztions coupled with a public emphasis on greater cooperation. *Plan and shape the future*. The United States should establish alterphilanthropic contributions. Given these differences, negotiations with Japan must focus on re-native scenarios of how the relationship may evolve over five, 10 and 20 American notions of how "the mar-ket" should operate. Furthermore, years. While trying to shape the fu-ture in light of U.S. interests, Ameri-

such futile efforts to "remake Japan" as the Structural Impediments Initiarive should be abandoned. Integrate politics and economics. In the post-Cold War world, the United

States can no longer afford to bifurminimize areas of conflict. cate Japan into two countries - one a trusted political ally, the other an economic rival competing for world markets, Japan needs to be dealt with holistically as the powerful nation that it is, one that routinely plays off the State Department, Defense Department and National Security Council, which see Japan as a faithful ally, against the Commerce Department and the office of the U.S. trade representative, which view Japan as a

States in its political economy, more so than other advanced industrialized. challenge, if not a threat. Consider the regional and global countries. U.S. policy must take account of these differences - not "un-fairness" - in market structure and framework. Japan's economic power is too great and its political power too conduct, the role of the government, the idea of competition, the value atascendant to consider it in isolation from the rest of Asia and a broader tached to domestic control of manuinternational context. Washington facturing, the desire for self-sufficienneeds a sophisticated, realistic and cy and the deep distrust of foreign strategic analysis of Japan's growing suppliers - rather than assuming, as role in the world, and what it means

ca should forecast areas where the two countries can cooperate, where they will compete and where they are **OPINION**

Clinton Should Be Ready For Future Yugoslavias

and the second second

By Joseph S. Nye Jr.

tion will be how to respond to the new tribalism - the demand of ethnic groups for self-government. Ethnic con-. ficus once suppressed during the Cold War are creating a type of war for which we are poorly prepared. Yugoslavia is a harbinger of things to come.

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Liberalism's traditional answer to ethnic nationalism was self-determination. It seemed self-evident that every people should have the right to rule itself; government should be by popular consent. If in doubt, let the people vote. Moreover, the right to self-determina-tion is enshimed in the Charter of the United National the United Nations.

But the experience of Yugoslavia shows that the liberal principle of self-determination can lead to highly illiberal results. When homogenous Slove-nia wanted to secede, the answer was ma wanted to secrete, the answer was easy. Why should Slovenes be ruled from Belgrade? Under Germany's urg-ing, the Western world applied the same reasoning to Croatia, but inde-pendence for Croatia turned Serbs in some districts into a minority who demanded a vote on secession rather than being ruled from Zagreb. And in Bosoia-Herzegovina, where Muslims, Serbs and Croats were often mixed together like a marble cake (rather than a layer cake), efforts to create homoge-oeous areas led to "ethnic cleansing." Simple-minded application of a liberal principle led to a fascistic practice. Appeal to democratic voting does not solve such problems because it begs the question of where the vote will be held. Who decides what self will determine? Take Ireland, for example: If Irish peo-

ple vote within the existing political boundaries, Protestants in Ulster will rule over Roman Catholics, but if the Irisb vote within the geographical boundaries of the island, Ulster Protestants will be ruled by a Catholic majority. Whoever has the power to determine the boundaries of the vote has the power to determine the outcome.

Moreover, one must consider the effects of a secession on the majority left behind. In 1938, Hitler used claims of self-determination for Sudeten Germans to strip Czechoslovakia of its mountain defenses. In the 1960s, bitter civil wars were fought in Africa to prevent Katangan sccessionists from stripping Zaire of its copper and Biafrans from removing Nigeria's oil. It is not surprising that

issues of secession are more often deter-mined by bullets than ballots. These are not rare examples. Less than 10 percent of the 175 states in today's world are ethnically homogenous. Only half have one ethnic group that accounts for as much as 75 percent of their popula-

C AMBRIDGE. Massachusetts — One of the major foreign policy challenges for the Clinton administra-50 states. Once such states are called into 50 states. Once such states are called into question, the prospects for ethnic cleansing and widespread violence are open-caded. A foreign policy of unqualified support for national self-determination could result in enormous world disorder. How then is it possible to preserve

some order in traditional terms of the balance of power among sovereign states, while also moving toward an order based on justice among peoples? If every ethnic group is granted its own state, the prospects are slim. The answer must reside in greater in-

ternational protection of human and minority rights. In retrospect, it would have been better to have conditioned recognition of the Yugoslav successor states on their adoption of constitutions guaranteeing human rights and accepting provision for international surveillance and media-

tion of the condition of minorities. International institutions are evolving in such a direction. Already m 1945, Articles 55 and 56 of the UN Charter pledged states to collective responsibility for observance of human rights and fundamental freedoms. Even before the Security Council resolutions authorizing postwar interventions in Iraq. UN recommendations of sanctions against apart-heid in South Africa set a precedent of not being strictly limited by the charter's the 1975 Helsinki Accords codified mi-nority rights, and violations can be referred to the European Conference on Security and Cooperation. Overall, individual and minority rights are increasing-ly treated as more than national concerns. Of course, in many parts of the world,

such principles are resisted and viola-tions go unpunished. A foreign policy of armed multilateral intervention to right all such wrongs would be another source of enormous disorder. But we should not think of intervention solely in military terms. Intervention is a matter of degree. Actions can range from statements and limited economic measures to full-fledged invasions. Limited interventions and multilateral restrictions of sovercignty in egregious cases need not disrupt international order. On a larger scale, the Security Council can act under Chapter 7 of the UN Charter if it determines that internal violence is likely

to spill over into a more general threat to regional peace. The evolution of a new international order will be slow and imperfect -- too slow to avert many tragedies that will be caused by the oew tribalism. But as the oew administration strives to cope with these problems, it should realize that too simple an application of self-determina-tion could make things worse.

tions. Most of the republics of the former Soviet Union have significant minorities, and many have disputed borders. In Afri-ed this comment to The Washington Post.



LETTERS TO THE EDITOR

None of us minded the midnight toil. It was rewarding enough just to be there, playing a part in the American political

Late one hot, muggy evening in July, there was a flurry of excitement on an otherwise empty arfield in Little Rock, Arkansas; The newly nominated Demoprocess in our own small way. But there was another advantage. I was free to roam around the campaign's cratic candidate for president of the United States, Governor Bill Clinton, was returning home. national headquarters, in a modest building in downtown Little Rock. A short tour gave one a sense of awe at the intricate organization involved in one of It was almost two hours past midnight, and the governor was hours be-hind schedule. The time of his return the most underestimated presidential had not been made public, so the small airport stood empty and silent save for the "advance team" and a handful of

A Grass-Roots Insider

I was a member of the latter group.

My solace was that, as an acquaint-ance of Mr. Clinton, I had only to call

1 1

a handshake and warm greetings.

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local volunteers.

campaigns in U.S. history. For one who has seen the inner workings of this campaign, it is possible to feel sympathetic to Dan Quayle's election-night remark as he conceded defeat: "If Bill Clinton runs this country as well as he ran his campaign, we'll be all right," FRANK THURMOND. Oxford, England.

Mr. Clinton returned often to his home base in Little Rock, so this would oot be the first time I would receive a last-minute summons to the airport in the **Opportunity for Many** middle of the night, where our duties ranged from holding back reporters to unloading the plane.

After the U.S. elections, a rash of "bred" to be president, that he had grown up with this as his goal — the minimation being that he belonged to a out through the din of reporters a simple "Hi, Bill," and he would come over with sort of American aristocratic political

Religion, which is supposed to elevate bumankind to a higher level of conclass. But all children in America, at least from lower middle-class upward, grow up with the belief that they could be president - unless they belong to one of the "wrong" minorities.

JEFF EASTERSON. Perpignan, France. **Time for Logic in Vietnam**

Arab Muslims hate Jews, and Jews hate Arabs. What does it all mean? If bumans have a biological need to I don't quite understand America's continued isolation of Vietnam. The hate, I suggest that we generate a world-United States is losing out to the rest of the world in a big market. But more important, if there were thousands of wide Hate-the-Martians movement. Americans running around Vietnam, might they not find out faster about the servicemen missing in action than Umpteenth Eco-Disaster if oobody was there?

ED HERBST. Salvador, Brazil,

Hatred and Religion

that all religions are bad.

When will the governments of the world have the basic sense to ban multimillion-gallon tankers? If oil were carried in conveys of small ships, any accident would be relatively minor. The increased transport cost would be offset by the avoidance of huge payments made in compensation after every major spill. The destruction in India by Hindu extremists of a 600-year-old Muslim temple, and the lethal riots that have followed, have reinforced my feeling

blowing one another up.

NESTA COMBER. Vence, France,

GENE DEITCH.

Prague.

By Jonathan Yardley

To Hell, Designer Polo Shirt and All

provoking America joto serious military action. It provides ample opportunity for sharp victories and conspicuous acts of bravery, all conducive to colorful pictures. Add it provides the ultimate in media satisfaction: the trappings of war without the actuality of war.

Small wonder the Pentagon leaped so eagerly into the fray. By contrast with the oettlesome complexities and ambiguities

MEANWHILE

Somewhere in the Pentagon there may be someone who sincerely believes the crisis in Somalia places demands on the American conscience too great and orgent to be ignored; everywhere in the Pentagon, people knew from the outset it offered what one television correspondent called "the world's biggest photo opportunity." So the military has played Somalia for all it's worth. In the annals of war comedy, a special niche must now be reserved for the pictures of U.S. Marines wading ashore at Mogadishu to find themselves confrooted not with hostile fire but with the blinding lights of television cameras. The spectacle offered ample material for sermonizing by the various philoso-phers who ushed to take up residence in Somalia last week. The ineffable Dan Rather of CBS called the scene "Holly-woodish, almost cartoonish." ABC's Ted Koppel, television's idea of an intellectu-al, found it "Felliniesque."

Page 9

It does not seem to have occurred to these eminences that if the spectacle in Somalia looked like something out of a farce, it was precisely because they were on hand to make it so. Having dashed across the Atlantic in order to masquerade as working reporters, these 800-pound gorillas of what we laughiogly call journalism left the Pentagon little choice except to orchestrate a spectacle worthy of their presence. This the Penta-gon most enthusiastically did, though io the process it made matters unnecessarily dicey for the marines.

of Bosnia, Somalia is a cut-and-dried case of good against evil, a chance to continue the reconstruction of the Pentagon's im-age that has been under way since its monumental adventure in Grenada. themselves, as they strutted and preened

across the East African landscape. They recalled nothing so much as Eve-lyn Waugh's four French journalists, who come to Ishmaelia "dressed as though for the cinema camera in breeches, open shirts and brand new chocolate-colored riding boots cross-laced from top to bottom; each carried a bandolier of cartridges round his waist and a revolver-holster on his hip." Later, as the journalistic competition intensifies, "Everyone now emulated the Frenchmen: sombreros, dungarees, jodh-purs, sunproof shirts and bullet-proof istcoats, holsters, bandoliers, Newmarket boots, cutlasses."

The costumes of the American journalisticos were rather less elaborate but not a scintilla less studied. Tom Brokaw ap-peared on NBC in a khaki shirt artfully opened nearly to the waist, revealing what gave every evidence of being a designer T-shirt; his hair was perhaps blown, perhaps stylist-blown. Dan Rath-er too had opened his shirt --- or maybe it was a jacket - to reveal a hlue polo shirt. which by late in the week had itself opened to reveal an admirable expanse of hirsute chest, Mr. Rather chose the mosciousness and to promote brotherhood, ment to describe what he chose to call, in fact divides people. Fellow Slavs in former Yugoslavia, with characteristic felicity of phrase, his divided only by religion, are gouging each other's eyes out. Fellow Christians in Ireland, divided only by sect, are descent into hell."

All of which made for a smashing show, which in the minds of those chiefly responsible for producing it was exactly the desired result. The Pentagon, it is bruited about, was subjected to a friendly takeover by public-relations forces while the rest of us were distracted by the Gulf. War, It now routinely hands out cak-leaf clusters and fuchsia hearts for valor above and beyond the call in media placement and similarly dangerous assign-ments. The degree to which pictures from Somalia oow monopolize the television. news exceeds even the most extravagant dreams of these specialists first-class in photo-op manipulation.

Irving Berlin was right: There's not business like show business.

To be sure, it's just a wee bit, well, obscene when so many are dying. But a little inconvenience never before stood. in the way of entertainment.

The Woshington Post.

war. It provides maximum opportunity for heroic posturing at minimum risk to life, limb or self-righteousness. It pro-vides an enemy, if "enemy" is indeed the word, far more interested in murdering his own defenseless countrymen than io

Thus it goes in the pages of "Scoop," Evelyn Waugh's classic comic oovel about journalists set loose in the African wild, and thus it goes even now in Soma-lia, where against the background of human suffering too ghastly to contemplate the American press and the American military are dancing a minuet more farcical than anything even the inge-nious Mr. Wangh could have imagined. By the standards of both Lord Copper and the Pentagon, the military action in

WASHINGTON -- Looking south loward Africa from the comforts of Lady Metroland's London luncheon

party. Lord Copper of the Megalopolitan

Newspaper Corp. discovers just what he is koking for: "a very promising little war" in the nation of Ishmaelia. "A mi-

crocosm as you might say of work dra-ma," he says, "We propose to give it fullest publicity." Later, engaging the re-doubtable William Boot to cover the war

for his newspaper, the Beast, Lord Copper elaborates upon his African mission: What the British public wants first, last and all the time is News. Remember

that the Patriots are in the right and are going to win. The Beast stands by them

sharp victories, some conspicuous acts

of hravery on the Patriot side, and a

colorful entry into the capital. That is

Somalia is an absolutely perfect little

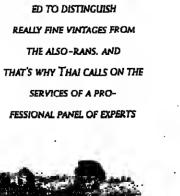
the Beast Policy for the war."

square. But they must win quickly. The British public has no interest in a war which drags oo indecisively. A few









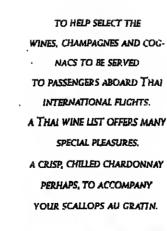
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International Herald Tribune Wednesday, December 16, 1992 Page 10

Pa

STAGE/ENTERTAINMENT

LONDON THEATER

A New 'Carousel': Back to the Play

By Sheridan Morley International Herald Tribune

ONDON — A joyous, brilliant and breathtaking production has raised "Carousel" (at the Na-tional, Lyteiton) to the ranks of "Porgy and Bess" and "West Side Story" at the forefront of the classic Broadway musical. The production, by Nicholas Hymer and the late Kenneth MacMillan, bas achieved this by putting the play back at the heart of the show, and thereby reclaiming it from the oversentimentalized movie and decades of tacky road tours. "Carousel" is Ferene Molnar's

"Lilinm" transported from Middle Europe to New England, and it has here been given a fine operatic and balletic rethink. Agaiost Bob Crowley's cut-out settings, a dark and great masterpiece unfolds from the building of the carousel itself through to Billy's final climb back to Heaven, and it is dominated by the dazzling dances of MacMillan, his last monument, which start out as a tribute to the original choreog-rapby of Agnes de Mille and then time and again improve on that ehoreography, at least as it was immortalized by the movie.

True, Hytner bas had problems in his central casting: neither Mi-chael Hayden, years too young-seeming for Billy, nor Joanna Riding, remarkably wan as Julie, have the strength which is everywhere else apparent, from Patricia Routledge's elambake-celebrating old curmudgeon to Phil Daniel's wonderfully evil Jigger by way of Clive Rowe's splendidly black Mr. Snow. "Carousel" has taken so long to

revive because many thought, espe-cially in its Starkeeper scenes, that it was unrevivable. On the contrary, we now know what we have been missing these last 40 years, and bow much greater "Carousel" is than any of the more familiar Rodgers-Hammerstein scores. At the Hampstead, Doug Lucie's

"Grace" is oothing less than a "Cherry Orchard" for our times. A group of latter-day American evan-gelists, led by the terrifyingly charismatic Reverend Holfman (James Laurensoo), arrives in Britain to occupy an old country estate pre-sided over by Anna Massey, who takes an instant and cynical dislike to their hom-again preaching.

But the estate has supposedly been the scene of a religious miracle involving Massey's dead sister. and as the evangelists start to make their film of it the home truths that

Massey perfectly represents the occasional offstage sound of old landed liberal, up against the Brightman's remarkable voice, and thrusting conservative capitalists of an on-stage presence which is still a

satellite ("We discovered a product gap and filled it with the Lord"). But like many of Lucie's earlier plays, "Grace" is also about what has happened to Britain under Thatcherism: none of the characters bere emerges with very much credit, not even Massey, who is until the last willing to market a total fabrication if it will get the crumbling estate off her hands. In the end, doubt is all: as she says, anyone who thinks God is the answer must seriously have misunderstood the question.

Like Werteobaker's "Three Birds" at the Royal Court, "Grace" is that comparative rarity, an investigation not only into the price at which Britain is currently being sold but also into the cost, and it is brilliantly directed by Mike Bradwell, who lines up the residents against the invaders and then lets Massey and Laurenson slug out a battle for territorial as well as spiritual supremacy while their followers gently fall apart at the searns. Written in the 1890s but set back

30 years, Pinero's "Trelawny of the Wells" (at the Comedy) is the first great backstage play: it tells of the coming of the "oew drama" of the destruction of the old mid-Victorian actor-managers, of the rise of the realist playwright Tom Robert-son, and of social barriers finally brokeo down between green room and drawing room.

It is also of course a love story, telling of Rose Trelawny and her ill-fated crossing of the tracks to marry the upmarket Arthur Gower, much to the horror of his vicechancellor grandfather in Cavendish Square. As was established by a famous National Theatre revival 30 years ago, the play offers almost a dozen excellent character roles plus one major lead, taken now by Sarah Brightman in her nonmusical West End debut,

She is however a curious choice, in that there already exist plans for the National to restage "Trelawny" in the spring with a nonsinger in the title role, and that there is a superlative Julian Slade musical

emerge from the closets are about given us the chance to see both. As calls his own theatrical passion for the invaders as well as the landlady. It is, we have to be content with the Edmund Kean.

thrusting conservative capitalists of an on-stage presence which is suit a the oew religious transatlantic or-der, and "Grace" is in that sense an attack on the faith industry ("are son and Frank Hauser does offer they bonkers or just American?"), the sight of Sir Michael Hordern as well as on the notion that God can be successfully marketed by satellite ("We discovered a product heartbreaking moment when he removies.

One or two of the other players, ootably Oliver Cotton as the radical dramatist and Margaret Courtenay and Peter Bayliss as the old actor-managers on the way out, perfectly capture the mood of the piece, but in the rest of a large and starry cast both Jason Connery and Helena Bonham-Carter establish only that they should stick to the

version of "Trelawny" that would bave suited ber much better and Ronnie Moore and Stanslav Tchassov in a brilliant new production of "Carousel."



By Mike Zwerin International Heraid Tribung ARIS -- We live in the

age of sequels. Welcome to the Brecker Brothers Part II. Randy and Michael Brecker are pillars of bebop, hip-hop-jazz, rock, fusion, rhythm and blues, Latin, World Music and just about any popular music style you can mention. Both of them readily admit that their new CD, "The Re-turn of the Brecker Brothers" (GRP), is too tightly structured and studio and rock oriented to be called a jazz album. They readily admit to not much else. Interviews can either be infuriat-

ingly superficial or an invigorating uge of information. It takes two (or three) to tango. Investing a psychic minimum and then only when prodded, on the limit of sullen, the Breckers appear to relate to the press as adversary. Their record company representative told me they'd played even harder to get with the French journalists. Perhaps they've been asked too many dumb questions, it happens. I've been handed a lot of dumb answers. I am left with the impression of two guys ducking. Whatever the image, judging from a recent color-less Down Beat cover story, they are not in the habit of actively aiding in-depth portraits. What should have been a fugue was like a curriculum vitae recital.

Trumpeter Randy played with Al Kooper's original editioo of the jazz-rock fusion pioneer Blood, Sweat and Tears, Janis Joplin, Horace Silver, Cheech and Chong, Art Blakey and Jaco Pastorius's fabled Word of Mouth band.

Michael came up with his brother in a fusion group called Dreams and grew ioto an iostitutioo through solo stints with James Tay-lor, James Brown, Joni Mitchell, Steely Dan and Bruce Springsteen. He began to play the EWI (Electric Wind Instrument), a wind-driven synthesizer, with the high-powered electronie MIDI-interfaced group Steps Ahead, Last year be recorded and toured with Paul Simon's "Rhythm of the Saints" world music ensemble.

They earned triple union scale as jack-of-all-trade studio sharks until the entire species was annihilated by computers. Gradually forced to concentrate on their own music, the fusion-fneled Brecker Brotber band recorded six albums before disbanding in 1982 and reformed after a decade on hold.

You can estimate musicians' intelligence by their improvisations. Choice of notes, melodic inventive-oess, use of silence and rhythmic complexity reveal a lot about mental capacity. Musically, the Breckers have both changed the landscape in their way. Verbally, however, they were only practicing arpeggios. They reminded me of how superflu-



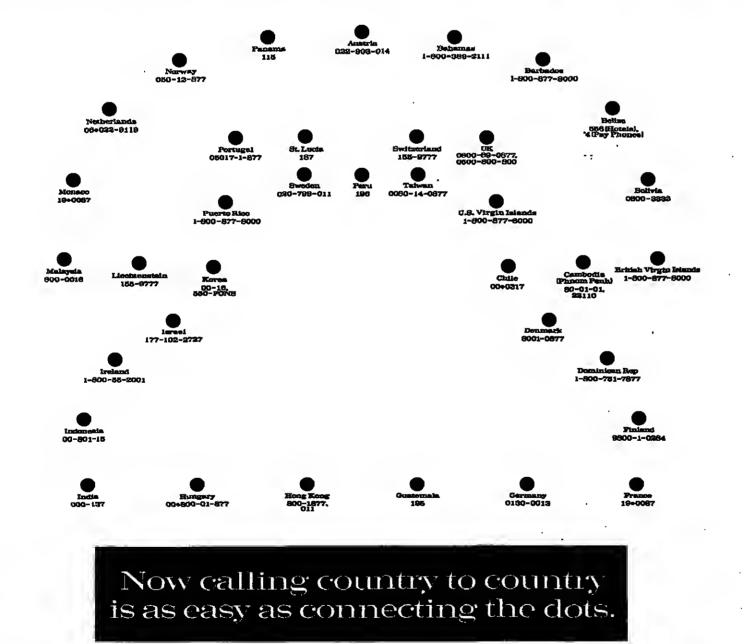


Michael Brecker, top, and Randy Brecker.

. Conte Candoli, Fats Navarro, leon who can shine under a variety Clifford Brown, Lee Morgan. His of colors. They are professional in chops are obviously superior on many levels, but who is the person blowing the horn? Why is this man hiding? On-stage, be takes cover behind bats and dark glasses. The area Bracker Barthers hand The new Brecker Brothers band

the bired-gun sense of the word. No, that's oversimplifying. Think-ing this through while listening to the GRP album (which is oo the "contemporary" — a cuphenism for commercial - jazz chart and

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ous I'd felt when, early in my career, I interviewed Zoot Sims, one of my heros. I realized that the way he played, he didn't need to talk. Music was the way he expressed his intelligence. Some smart musicians are just not verbal.

Judging by the music, Michael is the more lucid. He has in fact West African bikutsi music. formed the generation of saxophonists which followed him (he is 43). Many young players today seem to believe that jazz history begins with Michael Breeker. At his best he can be one of the most complete and exciting tenormen around. His capabilities are impressively displayed on Pat Metheny's ECM album "80/81," which also features Dewey Redman on saxophone, drummer album, told Michael that there are Jack DeJohnette and Charlie Ha- more than 200 dialects in Camerden, bass. A superior effort by fast company — worth a detour. Randy, 47, would seem to be more of a technocrat. Qualified enough to be counted among the top of his profession, his trampet playing is nevertheless on the faceless side. He could be any one of a number of superior products of n basket of influences — Miles Da-Metheny is something of a chame-

(featuriog Dennis Chambers, drums, and Mike Stern, guitar) will rising), I thought of political cor ootations. Like graduates of the be touring on and off through the Grandes Ecoles in France or career diplomats in the United States, European summer festival season. they are capable of holding top positions under any administra-In between and beyond, Randy is planning to go back into what he calls "my Brazilian mode" and to record some more jazz standards.

One way or another, they always Michael wants to explore oew terrimake you sit up and take notice. tory, to take time off to study of But there is also the suspicion that they adapt to a variety of tenden-

ASED on a courning 12/8 beat, bikutsi is being successfully exported from its native Cameroon by the African-punk group Les Têtes Brulées. Cameroonian bassist Armand Sabal-Lecco, who was on the Paul Simon tour and plays on a bikntsi-style track on the Brecker album, told Michael that there are oon, each with its own music. A And the brother thing helps. People basic tension of three against four is a constant, a tension which also

permeates jazz. Michael, who says he's just beginning to scratch the surface, would like to look into it further and see where it takes him. And he'd like to play with Pat speak

cies a smidgeon too easily, you wonder about commitment, they investigate rather than extend trends. They were in at the begin-ning of jazz-rock fusion, but John Mclaughlin, Miles and Weather Report all took it deeper. And now they are back to it again. The fact that we are able to play a lot of styles helps," says Randy. "It isn't forced, it's part of our makeup.

are naturally drawn to the family value thing. Subconsciously they just like that aspect. We started together real young and listened to many different styles of music. It was a natural evolution. This band encompasses everything we've ever learned in one outshell. So to

Enchanting Edwige Feuillère

By Thomas Quinn Curtiss International Recald Tribune

ARIS - Edwige Feuillère, monstre sacre of the French stage and screen, is delivering excerpts from her roles and recalling her experi-ences with anthors and fellow play-

ers during her widespread career in an enchanting evening at the Thé-âtre de la Madeleine.

A great and beautiful actress, she has triumphed as the ideal Phèdre of Racine, the gorgeous Courtisane of "La Dame aux camélias," the tragic empress of Cocteau's "L'Ai-gle à deux têtes" and who could forget her cry of renewed courage betrayal of military secrets. when she thundered her defiance - "Who mentioned the wheelhis play, "Sodom and Gomorrah." chair?" in Tennessee Williams's "Sweet Bird of Youth." During its rehearsals she met a

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Feuillère, 85, made her debut as part, but his face and voice im-pressed her. She demanded that he a member of the chorus to orna-ment one of Rip's witty revues. be promoted to play the archanged After graduating from the Conser-vatoire she entered the Comédie who announces the fate that will destroy the cities of the plains. His name was Gérard Philipe and sub-Française and toured with the company in Egypt.

sequently they co-starred on a film The Hakim producers proposed that she star in a film about Marthe version of Dostoyevsky's "Idiot." Jean-Louis Barrault persoaded Paul Claudel to allow him to stage Richard, the French secret service agent of World War I who allegedly his "Partage de midi." Feuillère imreported the information that re-sulted in the arrest and execution of personated Ysé, drawn from a woman who had caused the pious Mata Hari. Raymond Bernard, the director and its star insisted that Erich von Stroheim play the Ger-

time

poet to commit adultery. With all the glamor that she has bestowed on the theater Feuillere is a modest lady. Yet she has written an absorbing antobiography, "Les Feux de la rampe" and an excellent biography of Clairon, the 18th-cenman general entranced by Richard in Madrid who shot himself for his Giraudoux selected Feuillere for tury French actress who - like her excelled as Phèdre and was Volyoung beginner who had only a bit taire's favorite. She appeared in all his plays and had at the Comédie Française, as her partner, Lekain, the most celebrated actor of his

> The mise-en-scene for "Edwige Feuillère en scène" by Jean-Luc Tardicu is exceptional. Feuillere is viewed at the opening on stage and her back to the andience as a plume on her 1890s hat flutters. Then she turns and comes forward in the grandiose old rags of the madwoman of Chaillot. Her only companion is a tall, dark page, the deaf and dumb gnide from Giraudoux's comed

When she speaks of her departed companions their faces appear on the curtains behind her. Coctean, Gerard Philipe, Pierre Brassen, Clandel, von Stroheim and Jean Marais:

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Population: 4.8 million Area: 18,300 square kliometers (6,975 square miles). Capital: Dresden (pop. 501,000), Other major cities: Leipzig (pop. 510,000), Chemnitz (pop. 301,000).



THURINGIA

Population: 2.6 million. Area: 16,250 square kilometers. Capital: Erfurt (pop. 217,000).

> BERLIN Population: 3.3 million.

Population: 2.6 million.



BRANDENBURG

Population: 2.96 million. Area: 29,000 square kilometers. Capital: Potsdam (pop. 140,000).

Area: 20,445 souare kilometers. Capital: Magdeburg (pop. 290,000). Other major city: Halle (pop. 321,000)

SAXONY-ANHALT



MECKLENBURG-WEST POMERANIA

Population: 1.95 million, Area: 23,835 square kilometers Capital: Schwerin (pop. 130,000). Other major city: Rostock (pop. 250,000).



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MASSIVE INVESTMENTS IN PEOPLE AND INDUSTRY BEGIN TO PAY OFF

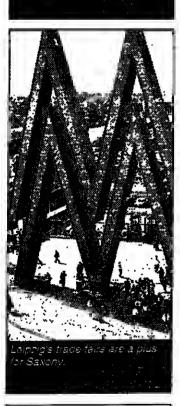
ctober 1992 marked the beginning of Year Three in the lives of Germany's new states. Desr. e the recession in the West, investment in the new states continues to gather steam, and the returns from the first two years' endeavors ere meni-

festing themselves in positive economic statistics.

In a cautiously promising year for Germany's new states, October kicked off a very good quarter. At the beginning of the month, it was revealed that total domestic orders received by tha manufacturing sector in the new states jumped 13.5 percent in September, with non-German orders rising 26 percent. Shortly thereatter, Germany's panel of leading economists - the "five wise men" - announced that the gross national product of the new states was on course to grow by 7 percent for 1992.

rich-quick "cowboys" have abused Investment support and other business-incentiva funds.

What the statistics do indicate is the end of tha "crunch era." In which old systems were being dismantled or falling apert and the new ones were being installed. They



- Brandendurg's



GOING TO PICK UP IN 1993' ürgen W. Möllemann, Germany's vice chancellor and federal minister for economic affairs, appraises the current state of German development in the following interview. A member of the Bundestag since

'THE PACE IS ACTUALLY

1987, a position he held until 1991.

1972, he was appointed federal minister of education and science in

Several business journals describe the current situation in Germany's new states as the beginning of the "era of consolidation" and the end of the "era of crash action." Would you agree with that description?

No and yes. No, because the rapidity associated with the term "crash action" ie still very much a feature of the development of the new states. In fact, anywhere you look - the number of telephone connections, the companies tounded or privatized, the kilometers of roads and rails revamped, the factories commissioned the pace is actually going to pick up still mora In 1993. That is not surprising. Everything we have put in the pipeline during the

first two-and-a-halt years is coming on stream. Yes, because the work of restructuring

or setting up the institutions - state and local governments, companies, courts, schools - has largely been accomplished. These institutions now have a coupla of years of experience under their betts. Now it is more a question of expanding, fine-tuning and seeing what still has to be done.

Recently, a number of major companies announced cutbacks on their capital projects in the new states. Are you still optimistic about investor interest in the region? Dozens of press releases - many with ambitious plans for expansion, others announcing cutbacks - land on my desk every day. They run about three-to-one for expansion, at latest count. Announcements do not detail trends - the facts do. And the tacts speak for an unprecedented transter of capital to the new states. This

year, the public sector transferred 126 billion Deutsche marks [\$79 billion] net to the East, up 16 percent over 1991. Sixty per-

cent of that 126 billion DM went into infrastructure, plants and education. Even more pertinent is the commitment

by the private sector. Companies have allocated 80 bitlion DM to the new states this year - that's up 60 percent over 1991. There are many more facts, including the nearly 30 billion DM that non-German companies have put into the new states and the several billion marks invested by local companies in their areas. And there are going to be many more announcements in the newspapers, good and bad. But to really determine what is going on, to appreciate how a transformation of this size occurs, you have to go to

-	
	The public sector
į.	transferred 126
	billion DM to the
	East, 60 percent of
	which went into
	plants, education
	and infrastructure"

whera it is happening. You have to spend some time in Eisenach and Dresden and Leuna and Neubrandenburg and Potsdam and see the factories being built, the telephone booths and power lines going up.

1.

Mr. Möllemann: "Public-sector support is strong."

In view of the slowdown in Germany's western states, are the economies in the new states recession-proof?

The slowdown is not coming at an opportune time for either the old or the new states. After 10 years of solid growth, a elowdown was, of course, inevitable. However, a very large portion of the new states' gross domestic product comes directly and indirectly from the public sector. This strong support is set to stay at its present high levels over the next few years, long enough to see the region through any period of economic weakness in the West. in fact, the new states' GDP is forecast to grow by 4 percent in 1993.

You are part of the team presiding over a massive economic and social transformation. Did you ever have the hankering to step in and do some hands-on changing in. for example, a company?

As you may know, I am not a total amateur when it comes to business. Before getting into politics, I owned a public-reletions agency. I liked the work and found it satisfying. What strikes me about the last two-and-a-half years since unification is how much we've been learning - people in the old states, in the new states, businesspeople, engineers, even politicians about how things and systems are to be changed. And this change comes about, of course, through the relating of new ideas and techniques and the comparing of expenences. I see a chailenge i tere, something to be pursued in the new states. That type of activity would interest me very much.

A week later, e poll conducted by the Deutsche industrie-und-Handelstag (the German federation of industry and trade) revealed that, notwithstanding the recession in the West, three-quarters of the companies active in the region planned neither to curtail their capital investments nor to lay off workers, with 36 percent actuelly planning to expand productive capacity and 20 percent to add on employ-

Eighty percent ot all companies surveyed graded business as being satisfactory or better.

Most encouragingly, both the rates of unemployment and underemployment had tailen substantially in September, Indicating that the service and trades sectors' jobcreating machines were beginning to show results

Figuras from Germany's new steles are both highly volatile and only partially reliable. October's statistics, however, were corroborated by subsequent reports. The net number of companies founded in the region has continued to grow strongly: Between 8,000 to 10,000 new companies ere created each month. With 110 billion Deutsche marks (\$69 billion), the region's share of national capital investment for all of 1992 has emounted to nearly 26 percent, almost twice 1991's figure. The Bundesbank released figures showing that net worth per capita in the new states hed risen 50 percent over the past two-and-ahalf years. October's rate of inflation was 3 percent (as calculated on an annual basis), sharply down from September's 13 percent.

Ali this cheering news does not mean that the wrenching, expensive processes of social, economic and political transformation are heading toward their final phases, nor does it mean that alt regions, social segments and business sectora ara profiting evenly from this upswing. Further, does not indicate that this multibillion-Deutsche-mark project is effortlessly unfolding according to e minutely calibrated timetable. Miscaiculations have been made in abundance, not all officials have proven themselves equal to their new responsibilities, and a good sprinkling of get-

also show that during this phase, by and large, the new states' residents have even prospered somewhell

One indicator: After initial astronomical hikes in 1990 and 1991, the number of people vacationing outside of Germany has increased a turther 25 percent this

During the past two-and-a-halt years, despite the need to compensate for factories closing and to fill empty municipal coffers, an unprecedented 50 percent of alt funds allocated to the new states has



gone to their tuture: roads, education progrems, electricity lines and manufacturing

The private sector has invested 30 billion DM in the region, with another 130 billion DM set to tollow. Thet tigure, ot course, wilt be influenced by the speed of the economic recovery in the West.

To present-day Germany, beset by economic and social worries, autumn 1992's figures tell e simple, heartening story: This massive investment in the new states' human and physical capital is starting to pay off.

One beneficiary will be the German tederal government Itself. According to Cologne'a authoritative institut der deutschen Wirtschaft (Institute of the German Economy), tax receipts from the new federal states are expected to grow by 16 percent in 1993.

This advertising section was produced in its entirety by the supplements division of the international Herald Tribuna's advertising department. • It was written by Terry Swartzberg, a Munich-based free-lance writer, and sponsored by the Bundesministerium für Wirtschaft (Federal Ministry of Economics).

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INTERNATIONAL HERALD TRIBUNE, WEDNESDAY, DECEMBER 16, 1992

ADVERTISING SECTION

sion support comes to a maximum of 15

percent (in some ceses, 20 percent) of the purchase price This grant cannot be

applied to the purchase itself. Purchasers can negotiate releases from liability for the company's old debis and environmental

practices Other measures are the same as

 Newly lounded companies can avail themselves of the greenfield instrumental-

ities listed above. Two special progrems

elso provide these compenses with tong-

with equity capital; credits from the Euro-

For all small and medium-sized compa-

Germany's public-sector Kreditanstalt

tur Wiederaufbau (KfW) also provides

low-interest, long-term, deferred repay-

ment loans of up to 10 million DM for

companies whose annual turnovers do not

exceed t billion DM (axceptions are made

for companies with annual sales of 100

All these loans teature low self-financ-

ing ratios (maximum: 40 percent) and

high degrees of financial coverage: up to

three-quarters of a company's total invest-

An important rule of thumb: the small-

er the company and the more "velueble"

its area of activities, the more tlexible the

loan guidelines. An exampla: the upper

limit of ERP eligibility is 500 million DM for

companies active in environmental protec-

tion - 10 times higher than the program's

Many companies in Germany's new

states are not "credit-worthy," as they

heve neither adequate collateral nor prov-

en products. The country's "Burgschafts-

banken" (guaranty banks) provide suraty

for loans of up to 20 million DM and be-

yond. Companies setting up new jobs or

vocational fraining programs can avail

themselves of a wide range of tunds, as

can enterprises in the agricultural, tourist

million DM or less).

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For new companies:

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AN EFFECTIVE EDUCATION

ADVERTISING SECTION

There are two parts to Germany's widely admired dual-education system: vocational schools, where young trainees learn occupational skills. end companies. where they put them into practice.

Both parts of the dual-education system were missing in the new states only two-and-a-half years ago, the tormer East Germany's vocational-training system was structured in an entirely different way. The fact that 108.000 young people in the new states (some 95 percent of all those expressing an interest in the system) are currently enrolled in the region's dueleducation system must be regarded as e major triumph. Mechanics and electricians are tavorite tuture protessions for young men, while young women express a preterence tor sales and office protes-SIONS.

Not that standaro, acaoemic education is being neglected in the East. Whila most high schools were undergoing a painful reorienting process of re-evaluating staff members and selecting new curricula and textbooks, the students themselves have proven to

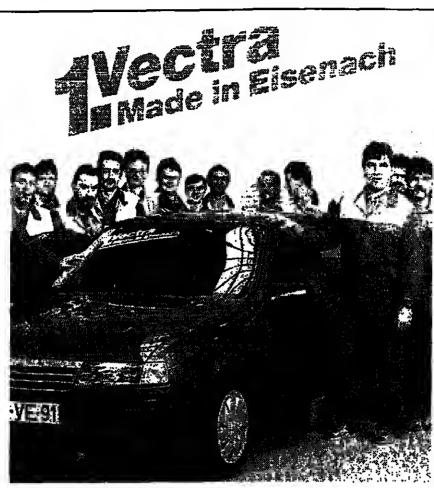
be highly edaptable. The education industry has recently embarked on a second phase of growth. The sud0en surge in demand for classrooms and teachers in 1990 and 1991 produced a number of unscrupulous, short-live0 "management schools" and "technology-training centers." State authorities then Instituted strict accreditation and supervising procedures.

Today, the growth leaders bear the names ATIS and TINA. At the region's innovation and technology-transfer centers, there are nelther teachers nor students, only senior end graduate researchers. Progress is measured in patents received, not grades.

The 13 existing centers have been so successful that, according to the German business weekly Wirtschaftswoche, some 23 more are set to be tounded. There is no shortage of researchers to staff them Some 85,000 scientists and techniclans were employed in the former East Germany's laboratories and fest centers.

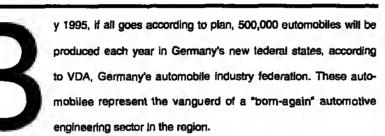
CRACKING DOWN ON VIOLENCE

11



Opel factory: Automobiles anchor the region's economy.

THE MULTIPLIER EFFECT IN THE AUTOMOBILE INDUSTRY



Tha automotive engineering sector in the eastern part of the country includes heavyduty frucks from Gotha, motorcycles from Zschopau and stete-of-the-art components from all over the region. The 10 billion Deutsche marks (\$6 billton) set to be invested in the automotive sector of Germany's new states over the next three years is a European record.

There were beaming faces all around in Eisenach on Sept. 23, 1992, Chancellor Heimut Kohl, who cut the ribbon at Opel's new facility, pointed out that 3,000 jobs were produced (directly and indirectly) by the 1 billion DM investment. Opel execuflves were witnessing the final step of a high-stakes project started 10 months before German unification.

Some two dozan Eisenach-based suppliers, ranging from a subsidiary of the orp. (Southfield, M to a local engineers' office, watched In satisfaction as the first of what is to be 150,000 meal tickets a year rolled off the assembly line. For city tathers, Opel's factory meant the welcome end of the Wartburg era, in which Eisenach was synonymous with the manufacturing of East Germany's top-of-the-line automobile. In March 1992, after e lapse of nearly five decades, BMW resumed operations in Eisenach, but this time, not as e manufacturer of 1929'e "Dixi" or 1992's "7" senes, but rather as a components producer. BMW'e factory supplies machine tools and pressed-metal parts to both company factories and third parties. Eisenach reaps 120 million DM in Investment and 120 highly skilled jobs.

call the multiplier effect; Each Deutsche mark invested or job created by an automobile manufecturer produces between four to eight others for national economies because of the decentralized nature of the eutomobile Industry. Nowadays, In-factory manutacturing input accounts for only 20 percent to 50 percent of an eutomobile's total value. The rest is supplied by components manufacturers and service providers, which are themselves consumers of parts, machines and services. Another corollary: the better the local fransport and felecommunication links, the greater the multiplier's effect on local communities.

VW's new automobile factory in Mosel, just outside the small Saxon city of Zwickau, is e case in point. Responsible for twothirds of the company's 4.6 billion DM investment in Germany's eastern states and originally set to manuf ture 250.000

Golf Ills e year, the new factory will be

supplied by 40 components manufacturers

Including such well-known names as

VDO, Benteler and Britain's GKN - locat-

ed within 50 kilometers of the plant.

Thanks to their ability to assura "ultra-

lean" delivery times by using newly built

and upgraded roads and rall lines, VW

Mosel's manufacturing input will amount to

and seven, depending on how it is calculat-

ed. In the new states, some 35,000 per-

sons will be working directly and indirectly

for VW in manutacturing, sales and com-

ponent manufacturing by 1994. Another

11,000 persons, employed by 76 local

components manufacturers, will build

parts for VW on e nonexclusive basis.

The result: e multiplier of between five

only 26 percent.

INVESTMENT INCENTIVES BOOST PRIVATE SECTOR

ince 1990, private-sector investors in Garmany's five new stalas end in East Berlin have received 63 billion Deutsche marks (\$39 billion) in support from the German federal government elone (ee of June 30, 1992). More than 13.3 billion DM of that has gone to start up new companies.

Other sources of private-sector resources are portions of the 6 billion DM the European Community has allocated to the country's new states, as well as the 140 billion DM the Treuhand has spent on revamping its 14,000 companies.

Ninety thousand of the 530,000 companies constituting tha region's private sector were tounded during the tirst nine months of the year. Two cheering statistics: Women head about 35 percent of the region's "young" companies; on an average, each new company has generated an additional five jobs, up from 4.4 only nina months ago.

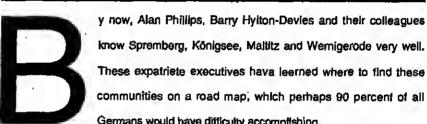
Also included in the privete sector are 65,000 doctors, dentists, architects, veterinarians, pharmacists and other selt-employed professionals now practicing In the new states and East Berlin - up nearly 50,000 over the 1989 figure. More than halt of these new companies and professionals made use of the following investment-support instrumentalities to set up their tactories, workshops and offices:

For greenfiald projects:

· Investment subsidies amounting to a maximum of 23 percent of total project value may be drawn upon. Eligibia for this type of funding are buildings and other tacilities; excluded is property. Nonresident investors may also avail themselves of grants detraying up to 8 percent of the purchase price of machines and other capital stock; for local residents, the amount has been raised to 20 percent. Excluded from this item are eutomobiles or airplanes.

 Special depreciation credits: These are reckoned at 50 percent of net project





menting reguler depreciation schedules. • Tamporery corporate and capitalgains tax exemptions and holioays ere

Investors also benefit from regional and local grants for site Gemarcation end improvement, and for tha construction of

Temporary corporate and capital-gains tax exemptions and holidays are awarded on a case-by-case basis

water- and power-supply lines, sewagetreatment systems, roads and other kinds of Infrastructure creation and improvement projects.

For purchasers of Treuhandanstalt companies

Investment reorganization and expan-

and high-tech sectors. based consortium vehicle is the East German Investment Trust, a London-based venture tund. With 19 equity stakes and 142 million DM In commitments and funds. EGIT is the largest supplier of venture capital In Germany's new states. Other participants In Foron Include the Kuwait Foreign

Lost in the hubbub about the market possibilities for the new refrigeretor (20,000 units have already been ordered) and EGIT's swath of innovative investments was the fect that, as part of the deal, 950 Jobs were saved - 450 alone at Waschgerate GmbH Schwerzenberg I.L., e manufacturer of washing machines included in the dkk package.

Trading Contracting and Investment Com-

term, low-intaresi, unsecured loans of up to 1 million DM each. Loans made by the fledgling company's "Hausbank" and tinanced by the public-sector Deutsche Ausgleichsbank go to outfit the company velue (after deducting investment-support pean Recovery Program are applied to funds), spread over five years end supplebuilding, acquiring, equipping and expanding facilities and property, as well as

ewarded on a case-by-case basis.

Cities, states end the German federal government have launched far-reaching measures to halt turther outbreaks of right-wing violence. Meanwhile, a parallel series of economic and cultural initiatives has been launched to build on the region's tradition of tolerance and peace.

It has not been a good year tor nonviolence end civil peace. A riot laid waste to pan of Los Angeles: ethnic wars have been tearing apart Yuooslavia, Atohanistan and dozens of other countries. In Europe, small groups of tascists and neo-Nazis have launched attacks against foreign minorities, whether these minorities be North Africans in France, Atrican peddlers in Italy, or Gypsies and Vietnamese seeking asylum and Turks living in Germany.

Because of its past, Germany is the object of special concern. The country's present and future very much depend on the progress recorded by its new states, and it is there that some of the worst inci-Oents have taken place.

These are the same states and the same people that staged the world's first truly nonviolent revolution only three yeers ago, and these same states have been welcoming hundreds of thousands of Poles ano Czechs, commuters and shoppers, each day since then, with only a tew incidents. It the willingness to spend one's vacation or get one's automobile fixed or holo one's wedding banquet in a neighboring country is an indicator of tolerance, then a vast majority of the new states' residents must be considered xenophiles.

This is, of course, not the time for categorizing populations or investigating causes. Urgent, determined action is needed, and Federal Minister of the interior Rudoll Seiters and his state and local colleagues are acting.

At the end of November, membership in a number of neo-Nazi organizations was declared e crime. Marches by right-wing extremists have been routinely banned throughout the country since mid-October. In making this ban stick, local authorities have availed themselves of beeted-up police forces and stricter sentencing prectices. To forestall future incidents, police have been svstematically raiding suspecied centers of "right-wing terror" Ihroughout the country.

Germany's President Richard von Weizsäcker, put it very simply: "This state will protect tha foreioners in its midst."

BMW is part of what economists like to

PIONEER DAYS ARE OVER FOR FINANCIAL SECTOR

he financiel sector in Germany'e new states has thrived from the very start. Todey, according to the Bundesbank, a region-wide network of benks manages 171.4 billion Deutsche marks (\$107 billion) In funds, of which 161 billion DM starn from the new states' companies end consumers.

At a price of 3 billion DM, Deutsche Bank has purchased (or rented), staffed and equipped 330 offices in Germany's new states. There are now 181 communally owned Sparkassen (savings banks) blanketing the five states and East Berlin.

"Money palaces in the inner city" read the headline of a recent erchitectural critique in the "Suddeutsche Zeitung" The subject was the aesthetic merits of the glearning public-sector bank headquarters springing up in the new states' capital citles

Ovar the last two-and-a-halt years, there has been one constant in the region's financial-services sector: the relatively large amount of money tha new states' residents had to save - end their willingness to do so.

This thriftiness had historical roots. For lack of attractive consumar goods and travel destinations, East Garmans were big savers. With the advant of the economic union between the two halves of Germany, well more than 100 billion (East German) marks became 120 bitlion DM - the startup capital for the new financial sector.

Today, residents in the new states save 12 percent of their incomes, as opposed to 13 percent in the West. Thanks to transfer payments from the West end strong, selfgenerated economic growth - and aftar

allowing tor e 13-percent rate of ennual Inflation - these incomes have grown by 40 percent per capita, with pensioners recording e 75-percent rise in Income, All told, living standards in the fiva new states have improved considerably.

Much of this collective financial power has been "recycled" by the region's banks. Nearly all of the 92 billion DM outstanding in loans made by the region's banks has oone to its private sector, in the form of "seed" capital for new companies and consumer credit.

While the private banks have been rapidly expanding their networks - by tha end of 1993, 47 banking groups will have over 1.000 bank offices employing more than 20,000 persons - it is the brokerage houses that have been recording the greatest increases.

In e geometric increase over the past two-and-a-half years, thera are now an estimated 600,000 people in the new states who own stocks and bonds. Their holdings are worth well over 10 billion DM.

The Soarkassen and other public-sector banks have kept pace with their private counterparts' growth. The Sparkassen's impact on the new states has been considerable, especially in the all-important housing sector. In 1991 alone, these savings banks authorized mortgages worth 29 million DM to homeowners.

These toreign executives have struck up a deep and practical Intimacy with the communities' gas and water lines, grocery stores and landfill sites. In flawless or shaky German, they have worked out the nuts-and-bolts details with mayors, planning commissions and utility executives in Germany's new states involved in building clay-processing factories worth several hundred thousand Deutsche marks and

chemical plants worth several biltion. Non-German companies from 31 countries have committed themselves to investing 14.7 billion Deutsche marks (\$9.2 billlon) in Treuhendanstalt companies. Treuhand president Birgit Breuel points out, however, that this figure is both out of date and woefully incomplete. The figure does not cover "greenfield investments" in the eastern part of the country or those investments made via the TLG, the Treuhand's real-estate subsidiary. It refers only to initiel investments, not to further, followup ones. Additionally, only direct investments in the new states from abroad are included. Missing, for instance, are IBM Deutschland's investments in the new states. Finally, a sale is only counted by the Treuhand when all contracts have been signed, approved and notarized.

Actual non-German Investment should be approaching 25 billion DM, maintaining its traditional 13-percent share of total Investment in the eastern part of the country. Confirmation comes from the "national totals compiled by the Dutch and Belgian chambers of commerce in Germany, which show Investment at levels 50 percent to 90 percent higher than the Treuhand's figures for their particular countries.

More impressive than the figures' scale Is the scope and depth of activity associated with them. According to the latest count, 14 major non-German companies and non-German-led consortia are now providing water, gas and other "public goods" in the eastern part of Germany. British Gas Deutschland, Mr. Phillips' employer, for instance, is active as an investor, holding stakes in three natural-gassupply companies. The company also serves as e technical contractor for tha installation and renovation of natural-gas systems throughout the region and as a project manager for an innovative kind of neighborhood heating system being introduced in Thuringia.

Through nearly 100 newly founded and. acquired subsidiaries, 31 non-German companies are building roads, bridges and overpasses, stringing electricity lines and conducting water, air and site audits in the region. Mr. Hylton-Davies has managed British-based John Mowlem's expansion into the new states. The company's subsidiaries acquired from the Treuhand -are now active in everything from revamping water-supply systems to building highrises.

Foreign-investor Interest ranges from the gritty (e Turkish company's takeover of a slaughterhouse in Falkensee) to the glamorous (e billion-mark purchase, led by the Compagnie Generala des Eaux, of the DEFA film studios). The investor mix includes low-tech undertakings (e Swiss corset factory acquired a counterpart in Saxony-Anhalt); high-tech ones (American Integrated circuit manufacturer LSI Logic's new facilities In Thuringla); and state-of-the-market ventures (Samsung's production of color televisions in East Berlin). Office and commercial parks, shopping centers and other staples of highflying international capital are also well represented. Tha largest include the development of the Friedrichstadt passage erea (Tishman Speyer, Galeries Latavette, Bouvoues) in East Berlin and Horsham's business park in Brandenburg. But it is in such Oisparate cities as Scharlenstein. Leuna and Rostock that both the need for and the impact of the "foreign billions" become starkly apparent.

That was the salient point for the residents of Schartenstein and Schwarzenberg. The jobs - and Treuhand-organized work programs for 1,000 more people represent economic survival for their two little towns in southwestern Saxony.

Although the effect of toreign Investors' actions is highly commendable, altruism ts not part of the mix of motives impelling them to play "community-savers," Unimpeded access to the European Community's single market brought OMV, Austna's state-owned petroleum and chemical processor, to set up shop in Leuna, which is located in the southeastern corner of Saxony-Anhelt. A few kilometers down the road in Haite, e rare chance to get a jump on its West German competitors leo Thames Water PLC to ecquira a whole series of water-service companies, thus securing nearly 1,000 jobs.

Sometimes e purchase results from the German government's determination to preserve a region'e economic base - and its willingness to allocate the tunos to do so. Tha Warnow shipyards in Rostock were the center of the new states' ship-



The investment act: France's Compagnie Générale des Eaux bought Berlin's DEFA film studios.

On Nov. 24, 1992, the world's newspapers reported e story with a last-minute reprieve and e happy end. A buyer had been found for dkk Schartenstein GmbH i.L., the struggling appliance producer, assuring that the world's first "eco-refrigerator" would be produced. This revolutionary product dispenses with freon and other ozone-depleting CFCs. It had been developed with the midwifery of Greenpeace, which provided dkk with the Initial design, end the Treuhand, which kept dkk affoat untit e buyer could be found. For 112 million DM in cash end invest-

ment commitments, Foron Unternahmungsbeteiligungen GmbH became dikk's new owner Lead company in this Berlinbuilding industry and the anchor of the entire region. As an allegedly nonviable competitor In an industry facing a satiated market, Rostock and its shipyards were being routinely described as e "coming Industriel wasteland" by Germany's business magazines,

To make the Warnow shipyards an attractive partner, the Treuhand assumed the company's old debts, outfitted it with working capital and provided participation plans insuring Kvæmer, the purchaser, against unoue losses or interest costs. Total funding was about 2.7 billion DM. Result: "An area of hope" is now Capital magazine recently described the Rostock area.

ADVERTISING SECTION

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REALTY PROJECTS FLOURISH IN LEIPZIG

he demand for and the supply of large-scale commercial developments located on city periphenes ara at an all-time high in Germany's new federal states. Even more sought after is innercity real estate, but this often involves overcoming hundrede of restitution claims.

A new law is untangling the skeins of restitution claims, and new ownership and financing models may unblock the clogged residential property sector.

One of early November's most newsworthy stories was missed by much of the world'e press, who were busy reporting on the projected cancellation of a 200 million Deutsche mark (\$125 million) truck factory. Over the next 10 years, in e 3.5 billion DM investment financed by Munich's Bayerische Hypothekenbank, a new community will come into being some 14 kilometers (9 miles) west of Leipzig. Grosskugel, named after a village in the vicinity, will Integrate both commercial and residential use, ecology and infrastructure; its 1,45 million square meters will house 8,000 Inhabitants and companies employing 7,000 persons.

Perhaps the newspapers had simply grown tired of reporting on what was the 41st major real-estate development in Leipzig, e city of some 500,000 residents. Other developments include the Saalepark, set to be Germany's largest shopping mail; the Leipzig-Wahren logistics center (4 million square meters); the Weidenweg business park (4.2 million square meters); the MDZ (2.1 million square meters, including technology and media centers and a four-star hotel); and Mockau-Seehausen, whose 3 million square meters will house the city's new trade-tair grounds, a central distribution facility for Quelle (Germany's largest mall-order retailer), as well as several hotels, shopping centers and office complexes.

Does all this edd up to a boom in Leipzig? As Leipzig is widely regarded as a microcosm of the new states as a whole, the question is of vital importance.

The answer is: not yet, and certainly nof in every real-estate sector, according to Douglas Holoch of Jones Lang Wootton, the International real-estate company. He points out that it will take time for all these projects to be approved and realized. During the next year, some 85,000 square meters of commercial epace will be let, enough to satisfy pent-up demand - Leipzig has only one-tenth the office space of comparable West German cities. This new space will suffice to introduce reality into what had been e scarcity-driven, overblown market, in the opinion of Dieter Deissler, head of JLW'e Leipzig office.

After 1995, in a novelty for the eastern part of Germany, there may very well be an overabundance of space, creating a buy-

During the next
year. some 85.000
square meters of
commercial space
will be let.
enough to satisfy
pent-up demand

ers' market and a shakedown between viable developments - those with good transport links and central locations and less viable ones. How large the supply of business-park real estate can get ie shown by the neighboring state of Brandenburg. At latest count (nof including single-owner developments), 880 busi-

ness parks with e total area of 95 million square meters had been registered with governmental authorities. Of those parks, 339 with a total area of 64.3 million square meters had received Initial approval.

One hope, according to Angermann, one of Germany'e leading realtors, is that the new supply of commercial real estate will relieve the chronically depressed residential market. At the moment, for jack of suitable space, many of the city'e prime villas and apartment complexes are being used for offices. Many of the new developmants come equipped with residential units.

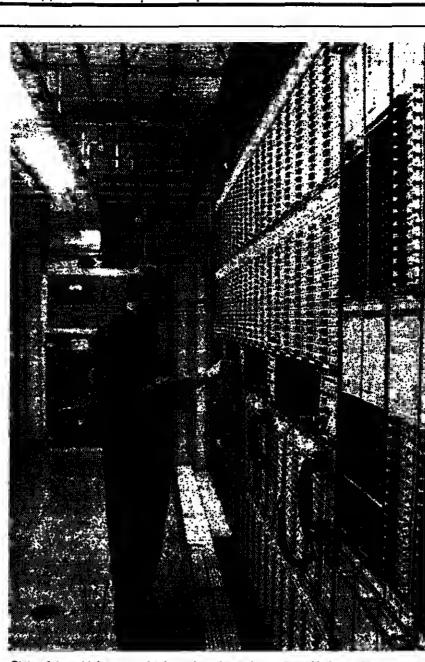
Aside from that, only the new ownership and finance models proposed by Federal Finance Minister Theo Waigel and other leaders offer any hope of revitalizing this market; in which the number of living units (apartments and houses) started is currently running slightly below 1990 levels. Although higher than they were before unification, rents are still too low to provide investors with much incentive to purchase Leiozig's 260,000 apartments, two-thirds of which require urgent, massive renovation after four decades of neglect. One plan is to let occupants, high in motivation and very short on cash, acquire their own units through a combination of long-term loans and sweat equity.

As the sudden flood of projects would Indicate, e way has been found to deal with restitution claims, which once hamstrung both the real-estate market in both Leipzig and in Germany's new states as a whole.

It is not that the restitution problem has gone away: Only 8 percent of the 1.7 million claims for the return of property or buildings hava been processed. Prime properties in Berlin and Dresden are attached with up to 800 claims. But thanks to Paragraph 3a and its successors (currently Paragraph 3, Article 8 of July 1992's law granting precedence to investment), a restitution claim does not necessarily hinder

The paragraph, first incorporated into Germany's property rights law in March 1991 and successively beefed up after that, is simple in its thrust. A project is granted "right of way" over restitution if the project will provide greater benefit (In terms of jobs created or amount invested) than the return of e property to its original owner would. In such cases, the original ownar receives cash compensation.

Key to Leipzig's situation is a little-noticed item in the July 1992 law. Project developers can petition to have all restitution claims bundled together and processed in e single hearing.



State-of-the-art telecommunications place the region on line with the world.

ECONOMIC CHANGE STARTS WITH EDUCATION

or the rest of the world, economic change on an unprecedented scale is the lead story from Germany'e new federal states. Hundreds ot billions of Deutsche marks are being used to transform an entire society and to provide a livelihood for 16 million people in the eastern

part of the country.

For those 16 million people, the lead story has been taking place in classrooms many classrooms, Never before has such a high percentage of e working population been undergoing turther occupational education or vocational training at the same time.

It is not necessarily an altruistic love of higher, learning thet is leading the region's

For 490,000 persons in the new states,

well as such modern skills as doing one's own taxes and English.

Cherles E. Brown, e Berlin-based American teacher of English, describes his adult students as "to a very large extent, very conscientious and even demanding." Mr. Brown has taught in occupational training programs held in Schwedt, an Industrial

Of course, occupational opportunity and

economic necessity are by no means the

only motives inducing the region's resi-

dents to study. Higher education was a

preserve of the politically correct in East

Germany, and several hundred thousand

people are taking advantage of their new Intellectual and political freedom by enroll-

ing in Universities and Gymnasien, or sec-

ondary schools that prepare students for

All told, e whopping 38 percent of all

those between the ages of 19 and 64 living

In the eastern part of Germany are current-

ly attending some form of educational pro-

city on the Polish border.

University.

LINKS TO THE CENTER: MAGDEBURG **RENEWS ROLE**

ADVERTISING SECTION

Page 13

In 1991 and 1992, Germany spent nearly 30 billion Deutsche marks (\$1.9 billion) on bringing the transport intrastructure in its new states up to Western levels. Over the next 20 years, some 160 billion DM and 52 major projects will fol-

For cities such as Magdeburg, the most dramatic improvement In its rall, road and water links has already occurred. It was free and came (literally) overnight.

On paper, Magdeburg - now the capital of the state of Saxony Anhalt - was always centrally located. It was on the country's two main east-west rell and road connections, running from Berlin to Hannover. The Elbe river, one of Germany's great freight arterles, connected this city of 288,000 inhabitants to Hamburg and the North Sea; the Mittellend canal linked Madgeburg to the Rhine and Ruhr Industrial areas.

Of course, in the days before November 1989, these connections did not do the city's residents or their economy much good.

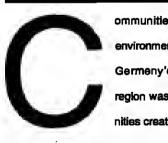
The most immediate consequence of the tearing down of the Berlin Wall was an intlux of treffic to, from and throughout the region, restoring centrality to Magdeburg and other "frontline" cities. Initially, this influx was made up ol sightseers. Today, 500,000 people commute every day from Saxony-Anhalt and other new states to jobs In the west. Automobile ownership in Germany's new states has risen 60 percent over the past two-ande-half years; automobile use, by twice that amount.

While the residents of the new states head west, tourists and business executives head east; collectively, the new states have become the favorite destinction of West Germans. The roads all these people are traveling on are being systematically widened and upgraded. In 1991, 450 kilometers of the region's 3,700 kilometers of autobahn were completely redone, with a total of 1,700 kilometers undergoing some form of improvement. Traffic jams are often the result. German traffic planners have allocated two-thirds of all transport funds devoted to the new states over the past two years to revamp-Ing the region's 1,000 kilometers of



The development area on the outskirts of Berlin features excellent transportation links to Leipzig, Chemnitz, Dresden, Magdeburg computer programming, banking or techand other urban centers. nical marketing (a German specialty), as

TYING ECONOMIC CHANGE TO THE ENVIRONMENT



ommunities, agencies and innovative progrems have made environmental protection an innate part of economic growth In Germeny's new states. The environmental damage in the region was enormous, but the progress made and the opportunities created have been on the same scale.

As any resident in or visitor to the new states in late 1990 and early 1991 can attest, the eastern part of Germany had Immediate, serious environmental problems. The air was chokingly bad, the water undrinkable, and the rivers were often unimaginably polluted. There was a problem with toxic waste - how large it was and how many thousands of sites were involved, no one knew. These days, the air is good in East Ber-

lin, Halle and Dresdan - or at least as good as it is in West Berlin, Paris, Barcelona and any other major city on this automobile- and industry-ridden planet. The amount of sulfur dioxide and nitric oxide in the region's air has been halved. You can fish in the Elbe River these days, although you would not want to swim in it. Some 60,000 waste sites have been catalogued. The 1,200 "hot spots" ere being cleaned

Over the past two-and-a-half years, 8.5 billion Deutsche marks (\$5.3 billion) have been spent by the German federal government and the European Community on 1,850 projects: installing sewage systems, new water lines and exhaust filters. The amount of additional outlays by regional and community authorities and the private sector are unknown, but they are estimated to be et e similar level.

Money was not the only factor causing this remarkable turnaround. Also playing key roles were, surprisingly, economic bad luck and a forgiving environment.

The sudden, unexpected collapse of East European markets caused a drastic drop in orders received by the new states' manufacturers. Modern producers - Including those in the automobile and telecommunications sectors - have overcome the slump and found new markets, recording double-digit rates of growth. In e display of economic Darwinism, the elump speeded up the phasing out of the "prime polluters" - massive, older plants.

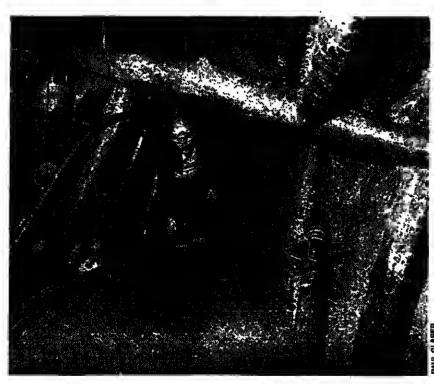
The Impact was immediate. The smokestacks and the sewage pipes stopped belching pollutants; air and water quality improved dramatically. Some of the East German government's "environmental desecrations" (in the words of "Der Spiegel"), however are of a scale requiring generations and billions of marks to amellorate. Examples include the uranium mines at Wismut, Saxony (budgeted to receive 4.5 billion DM In tederal funds) and the strip coal mines in southeastern Brandenburg, northern Saxony and eastern Thunngie. The full dimensions of the Soviet despoilment ot their 1,000-odd military sites In the region are only now becoming apparent.

In the eastern part of Germany, the striving for economic progress and the need for environmental improvement have dovetalled nicely.

trivestors were eager to buy Treuhand companies, but they were apprehensive about possible environmental liability suits arising from past (East German) practices. Much of the region's Initial environmental auditing was carried out at the behest of the Treuhand. The agency then used the findings to negotiate liability exemptions and cellings with investors. A recently agreed-upon formula limits investor liability for pre-1989 environmental misdeeds to 10 percent in many cases and sets ceilings upon cumulative exposure. Financial responsibility is generally split on a 60-40 or 75-25 basis between federal and state authorities. To make the agency's companies salable, it has often been necessary to trim the companies' bloated work forces. Some 150,000 people in the eastern part of Germany have found gainful employment each year in governmentfinanced environmental cleanup pro-

Saxony Anhalt's "chemical triangle" formed by the cities of Bitterfeld, Halie and Merseburg - had both a reputation for being "Europe'e dirtiest area" and for having e highly skilled and motivated work force and e central location. it was imperative to shut down the existing plants, and it was just as imperative to find a livelihood for the entire region. Thanks to e closely coordinated effort by the tederal and state governments and the Treuhandanstalt, the "chemical triangle" now has e future as one of Europe's most modern industrial regions. A fair amount of public-sector support and e bit of horse-trading have convinced Germany's VEBA, Italy's ENI and France's Elf to invest 14 billion DM In building state-of-the-art production facilities located in the "triangle."

Communities were anxious to provide their citizens with high-quality "public goods" (drinking water, natural gas and electricity, to give a few examples), but they were short of the know-how and the



Filling depleted mines in Saxony: The environmental cleanup is a bottom-to-top affair.

resources to do so. Enter Eurawasser, e German-French consortium made up of Thyssen Handelsunion (51 percent) and Lvonnaise des Eaux-Dumez (49 percent). In the largest deal of its kind in Germany to date, this consortium will operate Rostock's water supply and sewage systems starting from January 1993. The consortlum's "rent" is the 900 million DM it will invest in the city's system. Its "return" accrues from users' fees. Similar deals have been concluded in the natural-gassupply, waste-disposal, electricity-generation and other systems.

Disposing of waste is always e dirty and difficult proposition, but when this waste is composed of the surplus equipment and munitions of an entire army, then the element of danger has to be factored in. Or at

least so it would seem. For Buck-Warke, the disposal of over 3 million places of munitions and equipment from the NVA (the tormer armed forces of East Germany) has been just another job - albeit with a twist. Over the past two decades, orders from the West German army accounted for 90 percent of the Bavariebased company's turnover. Today, its disposal activities in the Brandenburgian town of Pinnow have given the company, once facing e drastic drop in business, e new lease on life. For Pinnow and its fieldg-Ing business park, Buck, too, has proven e godsend. The company is investing profits earned from munitions disposal in new manufacturing tacilities in Pinnow. Products include hospital beds, mobile homes and offices.

and goods transported by rail from 19 percent to 40 percent by the end of the 20-year period.

rail track, purchasing new rolling

stock and refurbishing stations.

Over the long term, 57 percent of

funds will go to the region's rail

system. The goal is to more than

double the percentage of people

Fitting the envisioned 12 new or rerouted rail lines, 37 highways, two waterways end at least one airport into a 20-year period is itself a major eccomplishment. Throughout the world, Infrastructure planning and building is a tortuous, lengthy process; In Germany, throughput times of 24 years are not uncommon. For its new states, Germany has adopted a number of administrative procedures that greatly speed up the approval process.

FRANKFURT/ **ODER LINKS UP WITH** THE EAST

Frankfurt/Oder has 64,000 inhabitants and is located in the state of Brandenburg. Across the Oder River to the east lie Poland and the town of Slubice.

"Frankfurt/Oder and Slubice now form a single metropolitan area," recently declared Der Spiegel, commenting on the integration of the two communities' economies and cultural lives.

To further promote the goodneighbor ties of the Oder region as Walter Hirche, Brandenburg's energetic minister tor economic affairs, has dubbed it - Brandenburg and the Polish authorities have created an extensive range of binational entities and laws. These include everything from a champer of commerce and Investment subsidles to tax breaks end a businese-promotion authority with headquarters in Poland, A World Trede Center will be built in Frankfurt/Oder; the municipality of Slubice will be one of its owners. An island in the Oder will become a tree trads zone, Eisenhüttenstadt (Brandenburg) and Zielona Gora (Poland) are to be linked in e pan-Oder industrial park.

Not all these initiatives are purely economic. A polytechnic - in which both German and Polish will be languages of instruction - is being founded, as is the Lower Oder Valley international nature preserve.

Y	VERTISING SECTION					ADVERTISING SECT
			INVESTOR'S ATLAS			
1	SAXONY	THURINGIA	BRANDENBURG BERLIN	SAXONY-ANHALT	MECKLENBURG- WEST POMERANIA	
	Saxony was a center of Germany's indus- trial revolution. Its mechanical engineering industry led the world in the pre-World War If era Laipzig was traditionally central Ger- many's trading, publishing and linancial center. Its trade-tair authority is the otdest in the world and has recently been reorga- nized. Ouelle, Germany's largest mail-or- der company, is building a distribution fa- cility in the city's vicinity. Royal patronage made Dresden and neighboring Meissen Europe's center for fine manutacturing: porcelain, jewelry, weapons, silver and gold. Today, publishing (Bertelsmann), telecommunications and electronics (Sie- mens) and pharmaceuticals (Asta) are three of the area's major industries. Meis- sen has remained a leader in its field. Southwestern Saxony is once more one of Germany's prime automobile-manutactur- ing centers,	Thuringia is known for its forests – the state has been dubbed the "green heart of Germany" – and its automobiles, textrles, optics and precision mechanics. Eisenach, the original production site of BMW, now teatures a biltion-mark, state-ot-the-ert Opel facility, plus several hundred automobile-component manufacturers. After a successful restructuring, the Jena region is once more producing planetaria, micro-scopes, lasers and electronics. Thuringia has two of Germany's toremost tourist attractions: Weimar, where 2 million people have visited Goethe's place of residence and other cultural attractions this year, and the Wartburg, the fortress where Martin Luther sought reluge.	Brandenburg and Berlin have announced plans lo merge by the end of the decade. East Berlin is becoming one of Europe's retail, business and governmental services centers. Investors include Daimler Benz, Sony, AEG, ABB and Galertes Lafayetta. With the impending transfer of the govern- ment to the city, the pace of construction is heated. BMW Rofts-Royce, Heidelberger Druck, Marcedes Benz and AEG are just a few of the companies settling on or near the city's bettine. BASF is building a 2.3 billion DM facility in southern Branden- burg's lignite industry. Krupp's 2.7 billion OM investment has given eastern Bran- denburg's steel industry a new future. Pe- troleum retining and processing facilities are focated in Schwedt, where VEBA has made a 2.3 billion DM investment. About 2.2 billion DM have been invested in the city of Brandenburg's industries.	the idyllic Harz mountains and the "chemi- cal triangle" of Bitterfeld, Halle and Merse- burg The sublime Harz are quickly becom- ing a European tevorite again. A very promising tuture lies in store for the trian- gle. Some 14 billion Deutsche marks (\$9 billion) have been invested in the region by Eff, Eni, VEBA and other companies, giving the region some of the most advanceu industrial facilities in Europe. Enargy, chemicals and petroleum products witt be staple items. In rural Haldensleben, one of	This state has become a lavorite with North European investors. Thanks to billion-mark commitments by Kvaerner, TTS and other major Norwegian marine-engineering companies, the state's shipyards - cen- tered in the Rostock region - will be modernized. Danish companies have been active purchasers of farm and food-pro- cessing industries throughout the state. Schwenn and Neubrandenburg are other industrial centers. Its 380 kilometers (236 miles) of Baltic sea coast have made the state the favorite vacation spot for resi- dents of north Germany's crowded cities. Today, hotels, restaurants and roads ere being built or restored all throughout the stete. A new species of vacationer - the "green" tourist - is enjoying Germany's largest natural preserve, tocated on the east coast of the Muritzsee	bresaen's Zwinger: the culture af graciousness.
		STATE BL	JSINESS PROMOTION A	AGENCIES		
1	WIRTSCHAFTSFÖRDERUNGSGE- SELLSCHAFT MBH DES LANDES SACHSEN	THÜRINGER LANDESWIRTSCHAFTSFÖRDER- UNGSGESELLSCHAFT MBH	WIRTSCHAFTSFÖRDERUNG BRANDENBURG GMBH AM LEHNITZSEE	WIRTSCHAFTSFÖRDERUNGSGE- SELLSCHAFTFÜR DAS LAND SACHSEN-ANHALT GMBH	WIRTSCHAFTSFÖROERUNGSGE- SELLSCHAFT MBH DES LANDES MECKLENBURG-VOR-	
1	Albertstraße 34 D-O-8060 Dresden Tel.: (49-351) 502 29 8t Fax: (49-351) 502 30 30	D-O-5082 Erfurt Tel.: (49-361) 38 12 78 Fax: (49-361) 381 230	D-O-1501 Neu-Fehrland Tel.: (49-331) 276 63 WIRTSCHAFTSFÖRDERUNG BERLIN GMBH Budapester Straße 1 D-W-1000 Berlin 30 'Tel.: (49-30) 26 48 80 Fax: (49-30) 28 48 82 39	Wilhelm-Hopfner-Ring 4 D-0-3037 Magdeburg Tel.: (49-391) 382 27 03 Fax: (49-391) 615 135	POMMERN Wismarsche Straße 152 D-O-2750 Schwerin Tel.: (49-385) 836 04 Fax: (49-385) 812 987	
I		F	OR MORE INFORMATIO	N N		
	• FEDERAL MINISTRY OF ECONOMICS BERLIN OFFICE (responsible for non-German Investment in the new states) Unter den Linden 44 -60 D-O-1080 Berlin	• TREUHANDANSTALT (charged with the privatization of the East German state companies and properties) Detlev Rohwedder House Leipziger Straße 5-7 D-Q-1080 Berlin	(10ll tree for investors inside Germany) Fax: (49-30) 25 15 184 Information on real estate: TLG Treuhand-	TOURISM: ON T TO GREAT OPE		
F	Tel.: (49-30) 3 99 85 100/101.'481 Fax: (49-30) 3 99 85 235 Contact: Helga Manneck, Ken Bremer	General Information: Tel.: (49-30) 31 54 10 37 Fax: (49-30) 31 54 10 36	Liegenschaftsgesellschaft mbH Alexanderpletz 6 D-O-1020 Berlin Tel.: (49-30) 31 54 70 00 (information hotline)	and several dozan o	ion Germans, French, Americans, Japanese other netionalities have come this year to see dan, Weimar, Potsdam, Oessau and olher	Stoiberg: a 1.000-year-old idyil in the Harz mountains.
-	THE TREUHAND,	anstalt, After	PRIVATIZATION		ates, eccording to a research institute spe-	
ī	he Treuhand hes priva	tized more than three-quarters of the for-	oped an Innovative form of corporate own- ership called the "management KG" (the "Kommanditgesellschaft" is German for a	made other, definitely non-urban discover-	just under 2 mitilon peopla live on its	

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companies that remain in the egency's stewardship, two-thirds ere in soma phese of tha sales process. Today, new responsibilities

tors are placed at the head of companies owning e range of Individual enterorises. allowing these managers to ... "multiply" their expertise. Finance is provided by pritor sources and b sector guarantees.

gress has widened most of Western Germany's allees out of existence, but they are still a staple of the countryside from Saxony to Mecklenburg-West Pomerania and

Mecklenburg-West Pomerania butlds ships in Rostock, has industrial centers in-Neubrandenburg and Schwerin, and farms In its southern districts. Aside from that,

aweit the agency.

An emerging area of activity for the Treuhand is supplying hard-won expertise to other countries' privatization programs. In addition, up to 14,000 contracts with investors will have to be monitored for compliance.

October was a good month for the Treuhand. An additional 415 companies were privatized, bringing the agency's two-anda-halt-year total to more than 9,250. Total invesiment commitments rose to 157.6 biltron Deutsche marks (\$98.5 bittion), and 1.3 million jobs have been gueranteed by the companies' new owners. Hero Brahms, the agency's vice president, reports that investors have actually been meeting their contractual obligations. According to a recent Treuhend survey, cumulative investment is running slightly below the terget amount, while jobs secured are slightly above target.

October was a very good month for Karlhermann Klottschen (the agency's head of investor relations), the Treuhand's New York office and the rest of the egency's international sates team. With 2.67 billion DM in investment commitments, the United States has surged past France for the lead in non-German corporate purchases of Treuhand properties. Once major, French-led projects such as DEFA and MINOL are factored into the figures, France is expected to regain its perennial hold on the top spot. Total purchases by non-Germans of Treuhand properties now amount to 14 3 billion DM.

In the agency's immediate future - according to Birgit Breuet, its president - is the sale of the remaining 3,200 or so companies in its slewardship, of which twothirds are in some phase of the sales process Of the companies left to sell, only

2,000 are actually operating companies, according to Mr. Brahms; the rest are "shelts." By the end of 1993, Ms. Breuel expects only e "hard core" of 500 companies to remain under agency administration.

1.000	
	The United States
1	has surged past
	France for the lead
	in non-German
	corporate purchases
	of Treuhand
	properties

These companies are both vital to the industriel future of the region and difficult to sell. They are concentreted in such high-skilled, difficult-to-market sectors as heavy machinery, metal processing and plant installation. At the moment, the ranks ot these companies include such timehonored names as SKET and Mansteld. The Treuhand has a very good record of privatizing apparent basket cases, as the recent sales of shipbuilding and chemical companies show. The agency has devel-

At the tatest report, two such holding companies were in existence. The management KG could very well serve as e model for the German federal government's newly announced plans to ensure the survival of the region's "industrial problem children." Although no long-term industrial management activities are prescribed by the Treuhand's brief, it could well be that senior agency executives participate in what presumably will be e variety of state-owned holding companies.

To sell its sometimes unwieldy charges, the Treuhand has often split them into more coherent, compact units. By the time the privatization process has been completed, the Treuhand may have concluded as meny as 14,000 contracts with investors. These contracts contain long-term obligations for both parties. Investors have bound themselves to epend a certain amount of money and to hire e certain number of people. Both the Trauhand and the investor share liability for any environmentel cleanup costs.

The Treuhand's main role in 1993 will be to monitor adherence to these contracts and to be e party to cleanup efforts. Another activity will be to hetp supervise the liquidetion of the 220 billion DM to 250 billion DM in debt that the agency has incurred in torging the region's private sec-

Some of the agency's personnel are already in Estonia, Belarus, Bulgaria and other Eastern and Central European countries. They ere representing the TOB (Treuhand Osteuropa Beratungsgesellschaft), the Treuhand's consulting arm. Treuhand spokeswoman Ulrike Grunrock reports that the TOB, tounded only hall a year ago, is now itself a candidate for privatization.

North of Berlin and east of Hamburg is a vast expanse of thousands of half-forgotten lakes and castles. Beyond that is a ' coast of sandy beaches and gently rolling Baitic surf, and cities with names once teatured in books by Theodor Fontane, Thomas Mann and Kurt Tucholsky. There era delightful surprises awaiting

visitors in all of Germany's new and old

North of Berlin
and East of Hamburg
is a vast expanse of
lakes and
castles, and beyond
that is a coast of
sandy beaches

states. The longest allee is in Brandenburg, and the most regal ones are outside Dresden. The Baltic also taps on beaches in Schleswig-Holstein. What are allegedly the country's most beautiful allees (near Bad Doberan) and its longest sandy beach (on the island of Usedom) are both located in Germany's "emptiest" state, Mecklenburg-West Pomerania.

Mecklenburg-West Pomerania is "underdeveloped." This matter of ministerial concern is tha source of pleasure for tour-

thara is nothing but nature - and tourists. Unspoiled nature is best represented by the Montzsee, Germany's second-largest lake. Its east coast will become Germany's largest nature preserve. Continuing a 170vear-old tradition, the tourists head north each summer from Berlin, Leipzig and "southern" cities for a tasta of the sand and the sun on the "Mecklenburgish Rivi-

Nowhere is Mecklenburg-West Pomerania more Idvilic than on its 320 islands and "half Islands" (peninsulas). The targest island is Rogen, 40 percent of which (including most of its ellees) was recently declared e national monument. On Rogen's "little sister," Hiddensee, there are 1,300 inhabitants, two terry ports and no automobiles to be found along its 17 kilometers (10.5 miles). There is also a discreet number of ho-

tels, restaurants, snack bars end whatever alse tourists require to enjoy their vacations. Restaurants may sometimes go by the rather outdated terms of "Gaststätte" or "Bratstube," but they are easy to locate throughout the eastern part of the country. Accommodations ere enother story. They are there, but often bear misleading names. Hotels are either very old, worthy relics of previous golden eras or very new, post-unification outposts of major chains or, very frequently, lormer guest houses of the FDGB (the former East German official union) or a Kombinat (vertically integrated industrial unit). Often, the only difference between the motels and hotels is their names. As the sudden proliteration of signs beering the words "Zimmer" (room) and "Ferienwohnung" (vacation apartment) would indicate, private rooms have also come to the region.

How many beds are there on Hiddensee? "At the moment, somewhere around 500. The number keeps on growing," says a somewhat harassed tourist official.

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ismar's old city shows Nord ind Hanseatic influences Festive markets offer local spe pialties such as bratwurst in huringia.

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Following is a selection of companies and business executives from the new stales that ere making their marks on world mar-

 Jenoptik, Jena. Aided by 3.6 billion Deutsche marks (\$2 25 billion) in governmental and Treuhand lunds, Jenoptik, one of two successor companies to Carl Zeiss Jena, now boasis a portiolro of state-olthe-art products filmless infrared cameras, direct printed circuits and ultraprecise lasers. Lothar Spath, the former prime minister of Baden-Wurtlemberg and now Jenoptik's chairman, hes convinced more than 100 other Western high-tech companies to set up shop on premises parceled ott from Zerss Jena

• Fritz Jäger, Neubrandenburg. The highly successful proprietor of Germany's Willich group 1600 million DM annual turnover from insulation and interior tinishing) first came to the Mecklenburg countryside

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as a tourist, then as a genileman tarmer. Today, while Willich is becoming a major player in the new states, Mr. Jager's other interests are also tlourishing. His new empire consists of a door and window operatron, a building-services-and-malerials company, a vocational training center and livestock. All told: 10 mittion OM lurnover this year. • ZF Brandenburg GmbH, Branden-

burg. In 1990, Andreas Hohrein and Berthold Pavel were senior mechanicatengineers working for e transmission producer, which was suddenly out of orders and nearly bankrupt. Mr. Hohrein and Mr. Pavel cleared the old machinery out of the facility and convinced ZF Friednichshaten, Europe's largest gear producer, to purchase the company from the Treuhandanstalt. This year, after a 50 million OM investment from ZF Friedrichshalen, ZF Brandenburg will record sales of welt over 100 million

DM, Clients include BMW, MAN and Renault.

SHOOTING STARS

• Rainer Bitsch, Berlin. He started with an order to paint electricity-line poles and expanded into the installation and maintenance of cogeneration plants. Then he chanced into automobile sales and saw opportunity in construction. In 1992, Mr. Bitsch's companies ara projected to have sales of 70 million DM.

 Kübler & Niethammer Papierfabrik Kriebstein AG, Kriebethai/Saxony. The paper factory was founded by Berndt Niethammer's great-grandtather. In 1945, the Soviet occupying army dispossessed and arrested his family. After the November revolution, Mr. Niethammer came back to Saxony, bringing with him his expentise as a successful paper manufacturer in Baden-Wurttemberg. Elected by the work torce to run the paper factory, which was on the verge of bankruptcy, Mr. Nietham-

mer turned il around. Once more prolitable, the paper (actory now records 80 percent ot its sales from Western clients.

 Peter Krause, Berlin. Germany's Entrepreneur of the Year in 1991, Mr. Krause worked for an East German office-supply enterprise until August 1989. After a short stinf as a lree-lance photographer, he perceived a need in the new states tor office supplies on a wholesale basie. For 1992, Mr. Kreuse expects e lumover of about 18 million DM.

 Wemex, Berlin, Thomas Steiger's Wernex will earn 18 million DM in computer hardware and software sales and services this year. Not bad for a company that did not exist three years ago. Mr. Steiger's other interests include an Eastern Europeoriented trading house, an environmental engineering company, and e hotel and restaurant supply service.

TRP Tief-und Rohrleitungsbau

GmbH, Potsdam. Siegfried Benn and Thomas Schorer were two civil engineers with a common vision of the trillion-mark need to revamp sewage and transport infrastructure in the new states. In a management buy-out, they took over TRP and found 45 million DM in financial support from a Nuremberg-based company. In 1992, TRP will turn over 120 million DM. The company has increased its original 420-strong work force by an additional 230 persons.

· DFA, Chemnitz. It has been a good year for this linisher and plant-construction company, its 5,000-strong work force has doubled its productivity, and the company will do "e little bit better than break even," says a director. Goals for 1993: 25-percent growth and perhaps a changa of ownership DFA is still owned by the public sector.

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MEDIA MARKETS

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1993 Is Promising a Feast For Germany's News Buffs

By Brandon Mitchener

Franc Feels Pressure

South Korea must navigate two major transitions.

Instead of the economic system developed during the years of dic-tatorship, which gave the government strict_economic control and

have propelled South Korea's growth so far, like shoes, clothing and simple consumer electronics products, are now migrating to developing nations with far lower wages like Indonesis and China. "Right now, we need a change of paradigm," said Paik Man Gi, di-

Strikes in the late 1980s, some of them violent, helped lead to a tri-

pling of wages in some cases, and more than 300 labor-intensive foot-See SEOUL, Page 19

ILFC said it expected initial deliveries to begin in 1994, with most aircraft to be shipped between 1996 and 1998. The order includes virtually every model made by Boeing and Airbus.

nic system that has car- trade surplus has turned into a defiried South Korea so far so fast can cit, and the country has been losing carry it no further, indeed, that it competitiveness in some industries. must change in as fundamental a Even after the strong earlier way as the political system has... South Korea in fact remains one capita in 1991 was only roughly of the great economic success sto-equal to that of Greece, and far

International Herald Tribund

RANKFURT --- For German news junkies used to depri-vation, 1993 will be the year of the overdose. Three new television stations, two focusing on hard news and nne feature-oriented, as well as a weekly newsmagazine, will be taking aim at what is considered one of the last promising niches in the German advertising market: well-educated and wealthy with s craving for information.

• N-TV, which began broadcasting 24 hours of news a day on Nov. 30, is Germany's answer to Cable News Network. The strong points are business re-

porting and a cooperative agree-ment with British Broadcasting The fare? Three new Corp. on foreign news.

• VOX, an information channel that is to go on the air Jan. a newsmagazine. 25, aims to be "up-to-date, informative, entertaining and in-

novative" with hourly news, investigative reporting, talk shows and docudramas. Several newspapers, including the Neue Zürcher Zei-tung and the International Herald Tribune, are tentatively sched-uled to provide regular programming.

• A third contender is Euronews, an all-news station to be based in Lyon and sponsored at least initially by the European Communi-ty, broadcasting in five languages including German. No startup date has been set.

• In the print press, a flashy, four-color newsmagazine called Focus will go head-to-head with Germany's stolid, black-and-white weekly Der Spiegel as of Jan. 18. The publisher, Burda GmbH, says t had no plans to compete with Der Spiegel, but nevertheless bills Focus as a "modern" alternative.

News and economics magazines are the second-biggest advertis-ing markets in the German print press, behind television program guides, and upstart private television stations are increasingly buring viewers and advertisers from the leviathan public-sector broadcasters.

It comes as no surprise that media companies are given good prospects for growth in a market that expanded by a quarter following German unification. Deutsche Bank Research recently reckoned that Axel Springer Verlag AG, publisher of Bild and one of Germany's media beavyweights, could see a 50 percent jump in

See NEWS, Page 18

As ERM Jitters Return

Compiled by Out Staff From Dispatches exchange-rate mechanism grid of currency parities. LONDON - The Deutsche

mark strengthened in nervous The dollar advanced against foreign exchange trading on Tuesday, and the French franc European currencies after re-marks by President-elect Bill succumbed to a fresh bout of Clinton that he would back a European currency jitters. Germany's central bank, the strong American currency. But the mark's strength against the dollar pushed it off a ledge above 1.57 DM to 1.5680 at the Bundesbank, intervened to sup-port the franc at 3.4176 to the mark around midday in a re-European close. play of repeated franc-buying

Separately, Ireland's central bank slashed interest rates to 16 But the French currency, which had been helped by a show of unity at the European percent from 20 percent as pres-sure on the punt abated within the exchange-rate mechanism. imunity summit meeting in Dealers said speculation persisted of a devaluation of the lost its short-lived gains. The mark rose to 3.4164 francs from Irish punt and of a post-Christmas alignment downwards of the French franc and Danish krone. All belong to the ERM. 3.4088 on Monday. Currency dealers said much of the impact of the interven-tion was lost due to comments

After the rate cut, the punt dipped before moving back to around 2.6394 DM, edging away from its ERM floor of 2.6193.

Private economists said the Irish rate cut reflected an easing in recent selling pressure on the "Maybe they feel the pres-sure is off the currency since the

weekend, said Dermot O'Brien, economist at NCB Research in See RATES, Page 16

Dec. 15

ECU

10%-107

10 %-10

914-99

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11-134

CURRENCY & INTEREST RATES

Cross Rates

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Purces: ING Bank (Amslendam); Indosuez Bank (Brutsels); Banca Com nce Presse (Paris); Bank at Takya (Takya); Royal Bank at Canada), Other data from Routers and AP.

Dec. 15 C\$ Peeblo 1.351 1.55* 2.85 3 74-3 % 7%-9% 6 74-6 74 7 %-7 % 10%2-12 7-74 1.01 9-91% 8 7-8 7% 64-676 6-676 9%-11% 9%-10% 3%-3% 3%-3% 1343 12.5 111,7 4,775 1,146 1,145 1,257 t year 14-54 7 %-8 % 5% - 5% 813-912 uters, I. Jands Real **Key Money Rates** United Sta

forays it mounted last week.

Edinburgh over the weekend

by a Bundesbank council mem-

ber, Ottmar Issing. He said German inflation remained

high and was unlikely to ease in

coming months, a further signal there would be no quick end to

The dealers also said the

franc was dented by market talk that the Bundesbank would not

aid it as strongly as it did in

September, when the pound and lira were forced from the

European Monetary System's

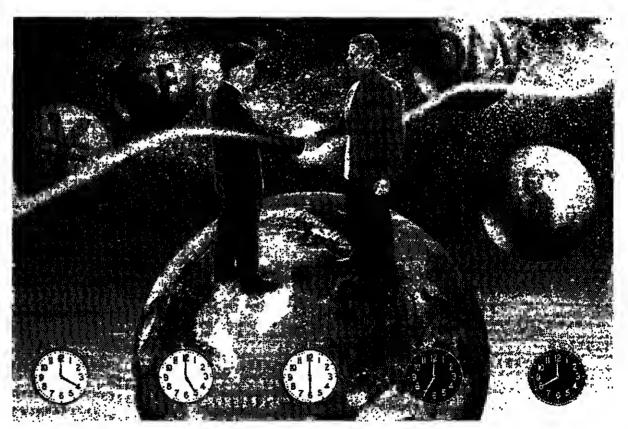
Eurocurrency Deposits

high German interest rates.

-							
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)-year Treasury bill	3.61	3.6	France		-	-	
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7-year Treasury note	6.45	659	Call money				9 YA
18-year Treasury note	01.6		1-moath interte				10%
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ON TIMELESS PRINCIPLES.

WE'VE BUILT A GLOBAL BANK



rom the beginning, Republic National Bank

has been dedicated to a single objective: the protection of depositors' funds. We believe that preserving client assets is the most important service any bank can provide.

phy has made us one of the

Safeguarding these assets requires more than good intentions, however. It demands strength. And the steady practice of our conservative philoso-

Our high level of client service is another aspect of our strength. We are known for building long-term relationships, and our skilled bankers can help each client realize his or her particular goals.

> No one can predict the future. But we can help protect the funds that our clients need to meet it. Our emphasis on financial strength and personal service is as valid today as it was when banking began.

strongest banks in the world. Our risk-weighted capital ratios are among the best in the industry, and our reputation for safety is exceptional.

> We're a substdiary of Safra Republic Holdings S.A., with US\$1.1 billion in total capital. Our solid record of financial achievement has attracted many new customers to the group. In the past four years, client assets have climbed 400%, and now exceed US\$9 billion.

HEAD OFFICE: GENEVA 1204 · 2. PLACE DU LAC · TEL. 1022) 705 55 55 · FOREX: 1022) 705 55 50 AND GENEVA 1201 · 2. RUE DR. ALFRED-VINCENT (CORNER DUAI DU MONT-BLANC) BRANCHES: LUGAND 690: · 1. VIA CANOWA · TEL. (081) 23 65 92 · ZURICN 2039 · STOCKERSTRASSE 37 · TEL. (DI) 288 32 12 · GUERNSEY · RUE DU PRE · ST. PETER PORT · TEL. 1481; 711 761 AFFILIATE: REPUBLIC NATIONAL BANK OF NEW YORK IN NEW YORK OTHER LOCATIONS: GIBRALTAR · GUERNSEY · LONDON · LUXEMBOURG · NILAN · MONTE CARLO · PARIS · BEVERLY HILLS · CAYMAN ISLANDS · LOS ANGELES · MEXICO CITY · MIAMI · MONTREAL • NASSAU • NEW YORK • AUENOS AIRES • CARACAS • MONTEVIDEO • PUNTA DEL ESTE • RIO DE JANEIRO • SANTIAGO • BEIRUT • BEIJING • HONG KONG • JAKARTA • SINGAPORE • TAIPEI • TOXYO

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REPUBLIC NATIONAL BANK OF NEW YORK (SUISSE) SA

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INTERNATIONAL HERALD TRIBUNE, WEDNESDAY, DECEMBER 16, 1992

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U.S./AT THE CLOS

IBM Blues Sour Big Board Mood

Compiled by Our Staff From Dispatches NEW YORK - Blue-chips stocks ended with minor losses on Tuesday, recouping some of the early declines spurred by a sharp drop in the price of IBM's stock.

MARKET DIARY

in a session already undercut by profit-taking, IBM compounded recent severe losses by falling 64 to 56% after announcing cost-culting movය.

The Dow Jones industrial average slid 7.84, to 3,284.36. Declining

N.Y. Stocks

issues outnumbered advancers by a 6-5 ratio on the New York Stock Exchange, where volume rose to 225.88 million shares from 182.51 million

Bonds rallied for the first time in five sessions amid signs that the economic recovery may be weaker than expected. The benchmark 30year bond gained 1/4 point, cutting its yield to 7.45 percent.

The Nasdaq composite fell 3.98 to 650.75, or about 0.61 percent, led by Microsoft Corp., Novell Inc., Apple Computer Corp. and Sea-gate Technology Inc. The Nasdaq composite is down about 2.4 percent in the past five sessions. Standard & Poor's 500 index fell 0.27 to 432.57.

Treasury securities surged after International Business Machines said it would cut 25,000 jobs next year and take a \$6 billion charge in the fourth-quarter to pay for the cuts and other downsizing ex-Dense

The IBM news is a sign that the "economy is not going to blast off," said Michael McGlone, manager of bond options trading at Aubrey G, cer to become Clinton's chief of Lanston & Co. Meanwhile, retailers reported

RATES: Franc Under Pressure

(Continued from first finance page) Dublin, referring to the EC meeting in Edinburgh. Mr. O'Brien said he saw the cut

The Portuguese government also plans to lift the ban on foreign in overnight rates as one to relieve **Foreign Exchange**

investment in floating-rate Trea-sury notes, known as Fomentos de Investimento Publico. In New York, the dollar eased money market pressures rather than to boost the economy. But some economists thought against the mark after analysts took remarks by President-elect Bill Clinton to mean that be was

the move surprising given that pressure on the punt and other curbedging an earlier remark that seemed to support a strong dollar, The U.S. currency closed at 1.5675 DM, down a whisker from rencies near their floors in the ERM is widely expected to return in the New Year, when trading voltime rises.

In addition, Ireland's exchange control regulations expire on Jan. 1. In Lisbon, the central bank said it planned to lift all restrictions on the movement of capital into and out of the country, starting Wednesday. Portugal had been ex-

anemic holiday sales, dashing ex-pectations that this selliog season would mark a turnaround for the industry.

3300 Short-term notes and Treasury bills also got a boost when the Fed said it would buy Treasury bills of 3290 all maturities for settlement tomorrow, a trader at Lehman Brothers said. The operation, known as a 3180 "bill pass," is the permanent injection of reserves into the banking system,

Newton Zinder, market analyst at Lehman Brothers, said the market "is still consolidating the gains

it made since early October" but added that "today we have IBM acting as a depressant." Traders also mentioned several

echnical factors. "Aside from the usual year-end crosscurrents like tax-loss selling,

we also have the triple-witching hour which creates erratic trading." Mr. Zinder said. Tax-loss selling is the practice of

dumping losing or non-performing stocks to realize losses for tax purposes, while "triple-witching" re-fers to the quarterly expiration of stock-index futures and options and options on individual stocks on

the same day. On the trading floor, Tucson Electric Power was the second most active issue on the Big Board, fall-ing 1½ to 1¼ after saying it issued about 135 million shares of common stock as part of its financial

restructuring plan. Arkla was third, adding ¼ to 8½. Its stock rose Monday after the natural-gas utility's board of directors accepted the resignation of Thomas McLarty III as Arkla's staff.

(Bloomberg, UPI)

That rule will be abolished.

1.5695 on Monday. But against the

yen, the dollar gained to 123.95

francs from 5.3545, but the pound

rose to \$1.5670 from \$1.5665.

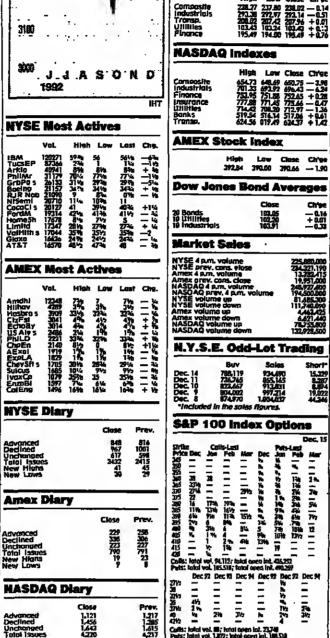
The dollar rose to 5.3575 French

Earlier in London, the dollar

from 123.65.

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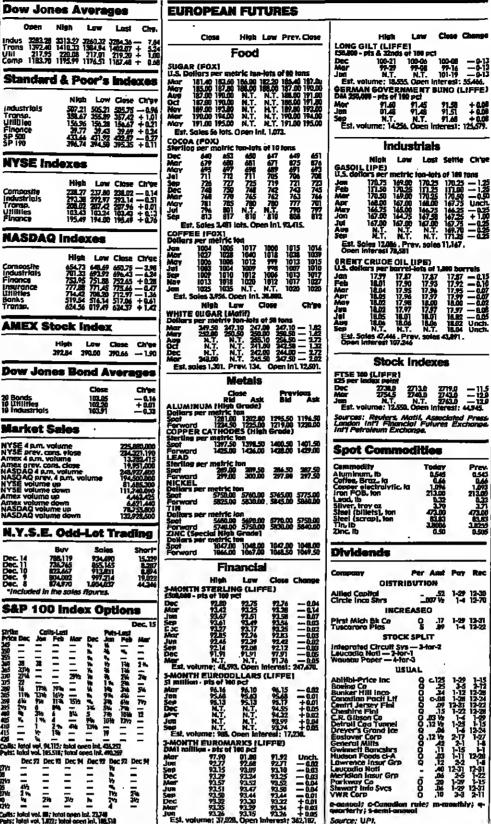
The Dow

Daily closings of the Dow Jones industrial average

S&P Downgrades Sears Debt

NEW YORK - Standard & Poor's Corp said Tuesday it cut its ratings on the commercial paper of two of Sears Roebuck & Co.'s financial subsidiaries and put the parent company's senior debt on review.

S&P cut the commercial paper of Sears Roebuck Acceptance Corp. and Discover Credit Corp. to A-2 from A-1. In addition, the A rating on about \$17 billion of long-term securities for Sears Roebuck, Sears Overseas Finance and Discover Credit were placed on S&P's CreditWatch list, with



Business Inventories Down in U.S.

WASHINGTON (AP) - Business inventories fell 0.3 percent in October, the steepest decline in nine months, the government said Tuesday. Sales were unchanged at the highest level since July. Analysis said the report portended increased production and job growth as businesses attempted to meet increased demand.

The Commerce Department said inventories held on shelves and backlots totaled a seasooally adjusted \$832.9 billion in October, down from \$835.4 billion a month earlier. It was the largest decline since backlogs shrank 0.5 perceot in January.

The department said sales at the manufacturing, wholesale and retail levels in October totaled a seasonally adjusted \$558.5 billion, statistically

unchanged from \$558.7 billion a month earlier. Meanwhile, America's overall trade deficit fell 20 percent in the July-September quarter, the largest decline in six months, the government said Tuesday. The Commerce Department said the third-quarter gap in the U.S. current account totaled \$14.2 billion, down from \$17.8 billion in the construct on actor. previous quarter. It was the largest decrease since the deficit dropped 22.3 percent from January through March.

Early December Car Sales Advance

DETROIT (Reuters) — Preliminary data from major automobile manufacturers indicated Tuesday that U.S. car sales in the Dec. 1-10 period were running at an annual rate of 6.5 million units. up from 5.7 million in the similar 1991 time span.

This reflects sales results from companies accounting for approximate

In the results in the market. Selling days totaled nine in the period versus eight the previous year. The seasonally adjusted annual rate was derived by using an adjustment factor supplied by the U.S. Commerce Department.

Federal Express Posts Higher Profit

MEMPHIS, Tennessee (AP) — Federal Express Corp. reported a 43 percent increase in its quarterly profit as the air courier company benefited from reduced foreign losses. The after-tax income of \$37.9 million, or 70 cents a share, in the quarter and New 20 cents a share in the quarter

ended Nov. 30 was up from \$26.5 million or 70 cents a snare, in the quarter ended Nov. 30 was up from \$26.5 million in the corresponding 1991 quarter. In March, Federal Express said it would halt its intro-European service, selling much of the operation to TNT Ltd. of Australia. The Memphis-based company had revenue of \$1.96 billion in the quarter, up from \$1.94 billion a year ago. Federal Express reported that locate in the interactional memory for Smarther through New 20 cfil

losses in its international operations for September through Nov. 30 fell to \$37.6 million from \$69.6 million in the like quarter last year. Shipments were up 17 percent during the period despite intra-European deliveries being discontinued.

StatesWest Airlines Is in Trouble

PHOENIX (AP) --- States West Airlines Inc., a Phoenix-based regional carrier with operations in California, says it is critically short of cash and might seek federal bankruptcy protection from its creditors, StatesWest has about 275 employees and serves Phoenix and 11

California cities, where it operates as a feeder airline for USAir in Los Angeles and San Francisco under the USAir Express name. StatesWest failed in a recent effort to raise cash by offering to exchange

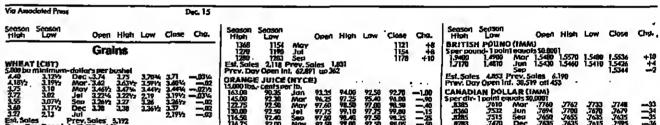
its stock for warrants it had issued previously. The company also cited low air fares, flight cancellations, maintenance costs, a strike in October against USAir and the California economy for its troubles.

For the Record

Mycogen Corp. and S.C. Johnson Wax said Tuesday they had found natural protein toxins that could lead to new weapons in the war on ants and other household pests and that a new consumer product could reach the market in two to three years. (Bloomberg)

The California Public Employees Retirement System, oce of Westing-house Electric Corp.'s largest shareholders, bas written to other investors expressing "enthusiasm and support" for the company's restructuring. The retirement system bad been openly critical of Westinghouse before the beleaguered company announced its changes. (Reuters)

U.S. FUTURES Via Amaciated Pr



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wednesday. Portugal had been ex- pected to lift the controls Jan. 1. The central bank currently re- quires resident companies that bor- row abroad for noncommercial (Reuters, Bloomberg) for more and Discover Credit were placed on S&P's CreditWatch list, with negative implications. The moves were linked to heavy losses from Hurricane Andrew on Sears Allstate Insurance unit.	Prev, Day Open Int. 59,512 ort 91 117,00 72,00 Jon 93,20 95,00 95,00 96,05 -25 87,12 7,600 Mar 7540 -37
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CLOS Tuesday's Closing Tables Include the nationwide prices up to the closing on Wall Street and do not reflect late trades elsewhere. Via The Associated Press 12 Month High Low Stock ILS. 2.284 spin 263 spin (1) Husteley E fick by als he headrestes als Eule E sei Falten tie a fike in als fillen tie and the fillen tie als als als the tie als als als the tie als als the tie als als also the tie als also the tie als also the tie als also the tie also th Div Yid PE 1905 High LowLonatorise 12 Monlih High Low Slock urge-reservent for the statestic for the statestic form of the sta -4. vance 3 Profil - 1-- 1-. . 1.1 Contraction of the second 13

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INTERNATIONAL HERALD TRIBUNE, WEDNESDAY, DECEMBER 16, 1992

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INTERNATIONAL HERALD TRIBUNE, WEDNESDAY, DECEMBER 16, 1992

NEWS: 1993 Is Promising to Be a Feast for Hungry German News B

(Continued from first finance page) carnings per share next year be-cause of its involvement in two German private entertainment stations

But analysts said the simulta-ocous appearance of at least four news and information providers at a time when most oews is bad news may be more than the German market can swallow. Some said it was unlikely all the oew products would survive.

"Germans are very traditiooal in their hahits," said Heidrun Pleve, media editor at Horizoot, a Ger-man advertising industry weekly. "People often don't switch chapnels like the experts expect oo mat-ter how good an idea is."

Tuesday's Closing

Tables include the nationwide prices up to the closing on Wall Street and do not reflect late trades elsewhere. Via The Associated Press

(Continued)

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This fact of life became painfully obvious when the Wall fell and German media mayeos tried to push through increases in advertispush through increases in advertis-ing prices with the argument that the potential market had grown by 16 million. Rather than heing : hungry for hard oews, however, East Germans opted for escapism. "For many people there," Ms. Pleve said, "the days are so de-pressing that the last thing they want to do is hear the latest unem-ployment statistics. Iostead, they tuce into sitcoms."

The best things the new ocws providers can offer advertisers are a relatively affluent, recessioo-proof audience and pent-up de-mand.

ALSE STATA

German television oews is cur-rently dominated by two programs, Tagesschau aod Tagesthemen, which achieve peak viewership of 20 percent hut lag in flexibility. Indeed, a hig boost to the start-up stations came from the Gulf War, which exposed technical and pro-fessional chinks in the state televi-sion stations' atmor as they tried in

fessional chinks in the state televi-sion stations' armor as they tried in vain to match coverage by CNN. CNN is not widely available in Germany because of a squabble with German Telekom, the agency that regulates cable television. In contrast to other such conduits of information, which carry CNN as a service and pass costs along to ca-hle customers, Telekom demanded a fee from CNN as well. N-TV is confident the

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AL HERALD TRIBUNE	, WEDNESDAY, DECEMBER 16, 1	(99)
rman News Buffs		12A High 12A
The three start-up televisioo ews stations together cannot ex-	Tuesday's Prices NASDAQ prices as of 4 p.m. New York time. This list compiled by the AP, consists of the 1,000	100
ect to capture much more than 4 ercent of the nation's 31.1 millioo	most traded securities in terms of dollar value. It is updated twice a year.	影
ewing households. Some special- ts questioned whether that niche	12 Month High Low Stock Div Yid PE 1005 High Low Latest Crige	
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N-TV is confident that it can take a profit with as little as 1.8		44%
ercent-to-2.0 percent viewership, 600,000 viewers over the course	31 514 Adopte 18 314 25% 25% 21%	1274
a day, with its focus oo hard ews and business information. It	48% 25% Addbes 32 1.1 14 34% 30% 27 30% 16% 3% Adv.Cr 122 5% 3 5% +% 3% 12% Adv.Cr 20 220 30 19% 19% -% 16% 6% Adv.Cr 20 220 30 19% 19% -%	認識
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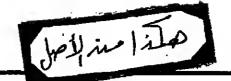


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Devaluation Mixes U.K. Data

By Erik Ipsen al Herahl Tribune

LONDON - The bill for the devaluation of the Britain pound is falling due much more quickly than most economists had expected. Figures released Tuesday showed a surprising 2.4 percent jump in the prices manufacturers pay in pounds for raw materials and fuel, the largest monthly rise m 16 years. "It shows that devaluation is a still a double-

edged sword," said Neil Williams, an economist at Daiwa Europe. The other edge of that sword was widely credit-

ed with spurring another statistical surprise Tuesday: Manufacturing output, not including oil and gas production, rose 0.3 percent in October. A decline of that amount had been expected.

Including oil and gas, figures for industrial production rose by one percentage point. Oil and gas ontput soared by 3 percent in October. The gain was linked to the completion of maintenance work that had depressed energy output in the summer. Small as the manufacturing rise was in October, many economists saw it as the latest in a series of

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British Industry.

In other words, something went

wrong. More efficient, more profit-

able companies are supposed in ex-pand. As a whole, Britain's did not.

An ill-timed government-engi-neered boom, fed by tax cuts,

boosted growth but also sent infla-

tion rocketing in the late 1980s.

Investment soared, but much of it

went into that safest of all havens

Schroder Economics.

of 2.75 percent,

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signs Britain's recession is ending. While specialists in the City of London financial while specialists in the City of London innancial district are beginning to believe that a fragile recovery has begun, that view has yet to make surprisingly inroads at the Treasury. In a detailed account of its recent policy changes published Tuesday, the Treasury took what many saw as a surprisingly downbeat view.

"I think they are just trying to justify the easing they have already made," an economist said.

lan Beauchamp, an economist with Hambros Bank, said he believed the combination of higherthan-expected input-price inflation and manufacturing output would make people "more cautious" in predicting the next rate cut.

Many economists say, bowever, the inflation figures for manufacturers' inputs were not as portentous as they might seem.

Despite price increases of as much as 7.5 percent announced by Ford of Britain on some of its imported cars, analysis remain convinced that manufacturers would have a hard time passing on higher costs in depressed retail markets. The betting is that they will simply have in absorb their higher costs by cutting profit margins.

Although that ranks as a gloomy prospect for the stock market, it is good news for Britain's inflation rate. Michael Saunders, an economist with Salomon Brothers Inc., said that, excluding the prices of food, drink and tobacco, output prices rose by 2.4 percent in the year to October, the lowest such increase since 1969...

BP Targets 8,000 Jobs for Cuts

British Petroleum Co. said Tuesday it expected to cut 5,000 jobs worldwide over the next three years and forecast a further 3,000 employees would leave its payroll by 1995 as a result of asset sales. Renters reported from London.

The new staff reduction target is in addition to the 11,500 job cuts announced by BP in August,

More Delay Alitalia Reveals In Store for Malev Stake Is 30%

lion lire (\$71.7 million)

MEST, an investment group con-

Alitalia said the investment

tween the two airlines, in particular

haul services."

Eurotunnel? Compiled by Our Staff From Disputches ROME - Alitalia SpA said Tuesday that the stake it agreed The Associated Press

LONDON — The opening of ry's national carrier, was 30 percent the Channel Tunnel, already six and that other Italian interests were months behind schedule, may be further delayed by a dispute over payment for the \$12.5 billion pro-lion lire (\$71.7 million) icct. Eurotunnel said Tuesday. Eurotunnel and Transmanche Link, a 10-member Anglo-French consortium building the 50-kilome-ter (31-mile) tunnel, are at odds

over about \$2 billion that the building companies say they are owed for increased costs. The consortium said it vetoed

Eurotunnel's latest offer, which involved payment in company stock and bonds as well as cash. and by Italian banks. "The member companies of

Transmanebe Link announce with regret that they have been unable in reach agreement with their elient, Eurotunnel, on the payment to percent which they are entitled," said a consortium statement. Eurotunnel expressed concern the and operational integration beconsortium "may withhold cooperaoon, thus delaying completion." "Our first priority," Eurotunnel

The Italian airline is to get three said, "remains the completion of the project as early as already joint- of the nine seats on Malev's board ly agreed possible with TML so of directors. Alitalia said Malev has ly agreed possible with TML so of orrectors Anternative at year, Maley that it can open for revenue service a fleet 31 planes. Last year, Maley that it can open for revenue service a fleet 31 planes. Last year, Maley The project, started in 1987, has million), up 57 percent from 1990, been beset by problems that have on sales of 22.55 billion forints, up pushed the price way beyond the initial estimate of \$8.7 billion. For this year, Maley

profitable among East European airlines, will have carried 1.2 mil-Kuwait to Sell lion passengers, and its forecast revenue is \$330 million. **Grupo Torras's**

MADRID - Grupo Torras SA, the Kuwait Investment Office's Spanish holding company that went into receivership last week says it wants gradually to sell off its Spanish interests. Torras urged government offi-cials and creditors to help in an

orderly sale of the company's interests so that it can repay its debts. The affair has caused a major controversy in Kuwait, where Fioance Minister Nasser Abdulla al

Rodhan was quoted as saying there was apparent misappropriatioo of public funds Among its companies, the chem-

icals company Ercros SA, the real estate concern Prima Inmobiliaria SA and the Industrias Bures SA textiles unit are in receivership. The help of the anthorities, both regional and central, will be

vital to facilitate the ordered sale of group companies and thereby satisfy the company's debts," a Torras statement said.

The company criticized bank slowdown stems from the world- creditors for refusing to renegotiate wide recession and from efforts by debts and repeated allegations of

Bri last week to buy in Maley, Hunga-181 On

BRUSSELS - The EC commis-The Italian state-controlled airline had announced on Friday that sioner for competition policy. Sir it woo the bidding to partner with Leon Brittan, said Tuesday he had Malev Hungarian Airlines Rt., but rejected a complaint by British Midland Airways against British Air-ways' purchase of Dan-Air, but that it refused to reveal the size of its stake or the amount it paid. Along with the Alitalia stake, a 5 he was going ahead with a separate percent holding was taken by SIinquiry demanded by Belgium. Sir Leon said British Midland trolled by Italy's Ministry of Trade had added nothing to a complaint already rejected by the British au-thorities. British Midland's com-In Budapest, Hungarian officials plaint was based on an EC rule that said Hungary has retained SI per-cent of Maley, and employees and Hungarian investors will have 14 bars companies from abusing their market dominance or trying to reinforce it at the expense of rivals. The commissioner stressed the EC Commission had no choice but would develop into "a commercial to act on Belgium's demand for a separate inquiry under the EC merger regulation. with regard to European and long-

ish Midland, Michael Bishop, welcomed Sir Leon's review. He called "good news for the consumer, for airlines and for the concept of real competition in Europe."

(Reuters, Bloomberg)

it would be deeply involved in strategic decisions made by Malev. Alitalia was bidding against Deutsche Lufthansa AG last week. The two airlines said they ex-British Airways PLC and KLM pected to carry 21 million passen-Royal Dutch Airlines showed interest earlier, but they dropped out of the bidding. The stake in Maley is Alitalia's

gers in 1992 and their total revenue will be \$5.8 billion. Together they will bave a fleet of 182 airplanes. first equity holding in a foreign airline and reflects its struggle for The Maley sale concludes a long search for a strategie partner for the Hungarian airline. Alitalia said survival. (Bloomberg, Reuters)

New Outlay for Polish Steel

The Associated Press

WARSAW — The Italian steel company Lucchini Sidentrgica SpA said Tuesday it would invest \$150 million to modernize Poland's largest steelworks.

Huta Lucchini Warszawa was registered in November as a joint venture with starting capital of more than 1 trillion zlorys (\$67.8 million). The new investment will update technology at the plant near Warsaw and improve environmental controls, the Polish news agency, PAP, reported.

Ugo Calzoni, Lucchini's financial director, said the investment could make the mill Europe's largest producer of quality steel within three years. PAP said.

The Italian investment is the third-largest foreign commitment for post-Communist Poland, the government said.

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utiled by Our Staff From Dispatches	Exchange

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Saying the Belgian government was "right to question" the BA/ Dan-Air deal, the chairman of Brit-Very briefly: first- and business-class seats.

Akzo NV said it plans to invest 25 million guilders at its Delfzijl, Netherlands, plant due to an expected increase in demond for ehloro-forms as a replacement for chlorofluorocarbons, whose use as coolants is damaging to the Earth's ozone layer. • Tryge-Hansa SPP Holdings AB of Sweden will take a 10 percent stake in another insurance concern, Protector Foersikring A/S of Norway, by acquiring new shares for 10 million kroner (\$1.5 million).

 The European Bank for Reconstruction and Development recommended in its governors that Croatia be admitted to membership in the bank.

KLM Royal Dutch Airlines will pay Philips Electronics NV 75 million

Iders (\$42.5 million) to install personal vidco players in the airline's

Fiat SpA of Italy said it would raise car prices by 3.8 percent on Jan. 2; its last price increase was June 1.

• Accor of France, whose principal business is operating hotels, expects net profit to rise 15 percent in 1993 from the current year, with per-share earnings rising to 39 francs (\$7.29) from an expected 36 francs in 1992. · Car sales in Germany will plummet 17 percent oext year, the biggest fall

in Europe, while the number of German-made autos will slide by 430,000 in 4.4 million, the research firm Marketing Systems predicted.

AFX, AFP, Reut

Christies Revamp to Cost 60 Jobs Renter

LONDON -- Christies International PLC, the auction house, said Tuesday it was restructuring its specialist departments and cutting about 60 employees worldwide.

"It is with reluctance that Christie's takes this step," said Lord Carrington, Christie's chairman, "but it is part of the process of further reducing costs in a market where the level of sales remains relatively low," The job cuts will be mostly in administration, the auction house said. Under the restructuring, Christies major specialist departments will form

five key divisions, each reporting directly to a board member. The five departments are 19th- and 20th-century pictures, jewelery, old master pictures and drawings, Islamie works of art, and carpers and Oriental pictures and works of art,

U.K.: Will Britain Be Able to Fight the Import Tide? (Continued from first finance page) mates that that rate has now fallen growth led by exports and by doas low as 2.25 percent. economist at the Confederation of Regaining lost ground will be

to the end of the decade to do it." The devaluation of the pound of world-class manufacturers in evthat began with Britain's departure from the European Monetary Sys-tem's exchange-rate mechanism m erything from pharmaceuticals to cigarettes. It also can look forward September is a start. It will make British goods more competitive on world markets and imported goods

in inflaconary times, property. "A lot of it went into office blocks and bousing when what was While Mr. Sentance said he foresaw "gradual improvement" needed was more industry." said Keith Wade, chief economist at ess sanguine. Just as damaging, the govern-

ment-induced boom was inevitably followed by the government-induced bust of the early 1990s, as fighting inflation became the order of the day. ics. "I don't see much action that is likely to improve them."

The damage wrought by the boom and bust was substantial. In He cited both inadequate worker training and a lack of investment the late 1980s, the Treasury esti-Fixing those problems will be a mated that the economy had an underlying "trend rate" of growth long, slow grind. Many economists

Paul Neild, economics director at County NatWest Securities, esti-

mestic producers clawing back do-mestic market share. Stimulating tough. "We are trying to repair the consumer demand, it is argued, damage of seven years of policy would only serve to pull in new mistakes," he said, "and it will take waves of imports. The country does have its share

less competitive in Britain. payments numbers, others were er, the notion that industry does

"We have deep-seated, very serious and long-lasting structural problems," said Terry Barker, chairman of Cambridge Econom-

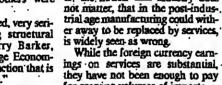
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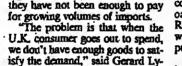
argue that the government must refrain from fixing busts with booms and instead aim for slow

manufacturing sector matters."

vestments Japanese and U.S. companies have made in building new plants to service the European single market. Then there are the services at which the British excel, such as through the 1990s in the balance of retailing and fmance. Here, howev-

we don't have enough goods to sat-isfy the demand," said Gerard Ly-





ons, chief economist at DKB International. "1 still believe the

to reaping the rewards of huge in-Spanish Holdings

SEOUL: Korea Fears Era of Rapid Growth Is Ending Many foreign analysts are not as pessimistic. They say the current

Nike, Reebok and other big buyers year. And Hyun have taken their business elsewhere. Even in electronics, U.S. and

Japanese companies have moved manufacturing to Southeast Asia because South Korea has lost its cost advantage. Exports of personal computers from South Korea plunged more than 57 percent in the first half of this year from the

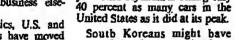
comparable period a year earlier. To move toward higher technology, the government wants to raise spending on research and development from a paltry 2 percent of GNP to between 3 and 5 percent, more in line with other advanced nations.

.For now, however, South Kore an companies remain dependent on technology from abroad. Goldstar is making chips using technology from Hitachi, and Daewoo Motor Co. recently linked up with Honda. The more products these companics sell, the more components and manufacturing equipment they im-

port from Japan. Five years ago, when South Kopresidential election in nearly two decades, the economy was barely an'issue.

The economy was growing at a breakneck 12 percent a year and racking up large trade surpluses. and Seoul was about to celebrate its coming of age by playing host to the 1988 Summer Olympics.

But growth this year is expected to be only 6 percent and in the



(Continued from first finance page) latest quarter it was only 3.1 per-

wear companies, for instance, have cent, its lowest level in 11 years. The nation will record its third con-

shut down in the last two years as securive annual trade deficit this

South Koreans might have "opened the champagne bottles a little carty," said Park Ung-sah, president of Samsung Petrochemi-cal Co., who maintains that it was oever realistic to think South Korea could become the oext Japan.

> "So far, we have been driving in first gear to escape the vicious cir-cle of poverty," he said. "We have done that so successfully that people wondcred if we would go all the way in advanced country status." But that, be said, will take time.

ADVERTISEMENT INGERSOLL-RAND COMPANY (CDRs)

The undersigned an s that as from 24 December 1992 at Kas-Associatie Spuistraat 172, Amsterdam, div. no. 80 of the CDR's Ingersoli-N.V., Spe Prove the second secon onal 15% USA-tax (= \$0,131 = Dils. 0,25) with Dils. 0,99 net.

AMSTERDAM DEPOSITARY COMPANY N.V. dam, 11 December, 1992.



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CITIMARKETS

49, Boulevard Prince Henri, L-1724 Luxembourg

NOTICE TO ALL UNITHOLDERS

By decision of the Management Company and the Depositary-Bank, the Citimarkets Special Bond Portfolio was dissolved on December 9th, 1992.

Effective Junnary 201b, 1993, Articles 3, 4, 5, 6, 8, 10, 15, 16 and 19 of the Management Regulations will be modified to allow for the integration of the Citimarkets Global Emerging Markuts Portfolio. The new portfolio will be launched on March 1st, 1993.

The revised Explanatory Memorandum dated December 1992 will reflect these changes in addition to a new clause amending the subsequent subscription minimum to twenty-five units.

The Management Company

directors. tion.

MINISTRY OF PUBLIC WORKS ROADS DEPARTMENT NOTICE OF INVITATION TO TENDER 1. UTILISATION OF LOAN SAVINGS FOR ROADS MAINTENANCE PROJECT

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ion of Tender

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If you don't think this looks like average flight school training material, you're right. But then PIA is no average airline. As Pakistan's largest sponsor of international sports, it's only

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INTERNATIONAL HERALD TRIBUNE, WEDNESDAY, DECEMBER 16, 1992

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ASIA / PACIFIC

Page 21

Some Cry Wordplay As Japan Rules Out Selling Deficit Bonds

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Bloomberg Business News

TOKYO - The new Japanese finance minister, Yoshiro Hayashi, said Tuesday at his first major press conference that be opposed selliog boads to cover a national budget deficit. Analysis said he was

playing a word game. "The fact of the matter is that they can cover a budget deficit by selling construction bonds," said Marshall Gittler, bond market analyst at Mertill Lynch (Japan).

On paper, Japan is the virtually the only advanced nation without a budget deficit that it must cover with bond sales, instead, Japan sells what it calls "construction bonds," which the government says

are issued to raise money solely for public works projects. Analysts pointed out, however, that high spending needs amid the current economic slowdown likely would cause the Finance Ministry to raise more money through bond sales, whether the bonds are labeled deficit, construction or municipal. The semantic exercise in Japan is one that the U.S. president-elect.

Bill Clinton, seems willing to adopt. At the opening Monday of a two-day economic conference in Little Rock, Arkansas, Mr. Clinton said, "There's a difference between borrowing money to invest in the

Said, "Inters a unitariate between borrowing money to invest in the future and borrowing money to make the payroll." He was quoted by The Associated Press as saying, "Should we re-examine this premise at the national level?" The Japanese Finance Ministry, analysts said, is unwilling to appear as if it is headed toward the seemingly insurmountable fiscal problems facing the United States. The U.S. budget deficit is comething leven will avoid they each each fit means ealling deficit something Japan will avoid, they said, even if it means calling deficit financing something other than it is.

The government began issuing deficit bonds in 1972, which caused a balance sheet shortfall that it had to keep rolling over until 1989. "When a government sells what it calls deficit-financing bonds, it makes the markets think it has budget problems," said Mr. Gittler. "It just doesn't look good."

The Finance Ministry expects 61.3 trillion yen (\$495 billion) in tax revenue for the next financial year, analysts said. It will issue construction bonds of about 8 trillion yen to make up part of the shortfall, and the rest will likely come from such fundraising methshortfall, and the rest will likely come from such fundraising meth-ods as the supplementary budget to be implemented later in the year. One option, which the ministry chose to take this financial year is to increase the amount of bonds sold on the regional level in the form of municipal bonds to raise money for spending by local governments. "There are a lot of different tricks the government can do to get by without selling the so-called deficit bonds," said Manami Katsur-agawa, a credit market analyst at Daiwa Securities. Anabust said the 0.4 processes in the budget for the next year

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Analysts said the 0.4 percent increase in the budget for the next year widely underestimated the spending needs of a government that is pumping money into the economy to revive growth. They said the ministry's estimate of 61.3 trillion yen in tax revenue was overoptimistic because of the decline in funds resulting from the slowdown.

Weak Data China Will Cut Tariffs 7.3% Spur Stocks In Tokyo

100

Bloomberg Business News

expected data on machinery orders

would lead to a cut in interest rates.

Economic Planning Agency said. The year-on-year drop in October followed an 8.0 percent year-on-year fall in September. Orders rose by a seasonally adjusted 7.9

Shares of Yokohama Matsuza-

kaya, the department store, rose sharply Tuesday after Tokyo bro-

kers received an anonymous fax say-

ing that Harrods, the London shop-ping landmark, would purchase 20 percent of the Japanese company.

Matsuzakaya, a department

store operator, owns 50 percent of Yokohama Matsuzakaya, which had sales of 29.2 billion yen in

The stock rose 80 yen, to 540, in the last minutes of trading after failing to trade for most of the day

on an imbalance of buy-to-sell or-ders. Dealers said they doubted the

validity of the letter, however.

1991

percent from August.

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Compiled by Our Staff From Dispanches BEIJING — China, announcing details Tuesday of its largest reduction of import tariffs ever, said the cuts would take effect Dec. 31 and knock 7.3 percent off the Other mea country's general import levies. It also said it would stop

country's general import levies. It also said it would stop enforcing unpublished regulations that deter trade. A spokesman for the State Council's Tariff Regula-tions Commission told the official China Daily oewspa-per that the reductions would speed China's re-entry into the General Agreement on Tariff's and Trade. TOKYO - The benchmark Nikkei 225 average surged 1.1 per-cent Tuesday on a speculative rally fueled by hopes that weaker-than-

China said it expected its GATT application to be approved next year and has promised to cut its overall tariff level to 15 percent, comparable to that of other developing countries in the world trade body.

Private-sector machinery orders, The move also shows China's willingness to fulfill its October agreement with the United States to imexcluding orders from shipbuilders and electric utilities, plummeted 30.7 percent year-on-year in Octo-ber, to 799.1 billion yen (\$6.5 bilhion), and fell a seasonally adjusted

28.6 percent from September, the

Beijiog. "I would expect the U.S. trade representative will see these reductions as another positive piece of

Other measures the country is taking include reduc-ing the need for licenses on two-thirds of imports within two years, according to Tong Zhiguang, vice minister of foreign economic relations and trade.

In response to complaints from foreign business executives that the authorities often enforce regulations that are unpublished, Mr. Tong pledged that all documents on trade management would be made public in a year. After that, the government will implement only regulations that are on public record, he said.

The government will cut tariffs on 3,371 kinds of commodities from Dec. 31 in the broadest reductions ever made, press reports said.

The imports affected will include chocolates, indus-prove market access. The agreement, which narrowly averted a trade war, stipulated China should "signifi-cantly reduce" tariffs by Dec. 31, 1993. "These are significant tariff cuts," said John Frisbie, director of the U.S.-China Business Council's office in

Taiwan Airline Begins Public Offer

The Nikkei average rose 190.77 points, to 17,480.74. Reuters The weak data sparked a rally in TAIPEI — Taiwan's flag carrier Chioa Airlines oo Tuesday launched a public offer of shares worth 2.8 billion Taiwan dollars futures prices on the chance that the Bank of Japan would lower the discouot rate from 3.25 percent to spur the economy, said Wayne Rayner, a trader at Sanyo Securi-(\$110 million).

ties. Nikkej futures contracts for Applications to buy the 41 mil- national operations. lion shares, priced at 68 dollars each, will be accepted from Dec. 16-19, the airline said. It plans to Development Foundation, techni-March delivery rose 280 points, to 17,610, in Osaka, and rose 335 points, to 17,635, in Singapore. Matsuzakaya Shares Soar

Vodafone Wins Bid in Australia

Bloomberg Business News

CANBERRA — The Australian government accepted a 140 million Australian dollar (\$96.3 million) bid from the Arena GSM consortium, led by Vodafone Group of Britain, for Australia's third mobile telephone network.

A rival bid by the SinTel consortium, led by Singapore Telecom, was rejected. Hutchinson Telecommunications, based in Hong Kong, withdrew from the bidding in September.

Robert Millington, an analyst at Barclays de Zoete Wedd in London, said the decision would boost the value of Vodafone shares, but gains will be limited because the company had been viewed as the front-runner. Vodafone shares closed Tuesday on the Londoo Stock Exchange at 413 pence (\$6.47), up 4 pence.

cally a private body. The remaining 15 percent was sold to local companies and airline employees in share placements that began late last year. The public offer will reduce the foundation's ownership to about 80 percent, the spokeswoman said. Foreign investors will be permitted to buy the shares on the market. Buoyed by Taiwan's economic boom and rising overseas travel by its citizens, the airline has been profitable in the past few years.

Pretax profit rose 18.7 percent from a year earlier, to 4 billion dollars, in the first three quarters of 1992, while sales were up 3.8 percent, to 33 billion dollars, the

spokesman said. A recent survey by Fortune Mag-azine found China Airlines was the world's fourth most profitable airline, behind British Airways, Singa-pore Airlines and Cathay Pacific Airways, the spokesman said.

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Exchange	Index	Tuesday Close	Prev. Close	% Change
Hong Kong	Hang Seng	5,315.81	5,267.73	+0.91
Singapora	Straits Times	1,442.10	1,445.52	-0.24
Sydney	All Ordinaries	1,509.60	1,512.40	-0.19
Tokyo	Nikkei 225	17,480.7	17,289.97	+1.10
Kuala Lumpur	Composite	628.88	632.54	-0.58
Bangkok	SET	839.30	850.18	-1.28
Seoul	Composito Stock	850,21	651.23	-0.16
Taipel	Weighted Price	3,688.26	3,696.76	-0.23
Stenila	Composite	1,183.49	1,202.56	-1.59
Jakarta	Stock Index	275.68	278.39	-0.97
New Zealand	NZSE-40	1,520,98	1,532.10	-0.73
Bombay	National Index	1,141.90	1,154.00	-1.05

Very briefly:

. LM Eriesson AB said it agreed to form a joint venture with local partners in Guangdong provioce of China to sell and support mobile cellular systems beginning in early 1993.

• India, buoyed by a good monsoon season, is expected to produce a record 176 million tons of grain in the 1992/1993 year, below the official target of 183 million tons but up from 171 million tons a year ago.

• The Philippine Economic Planning Department said the country's economy would grow only 1.5 percent in 1992, down from estimates of as much as 2.5 percent, with the drop attributed largely to power shortages.

• Samsang Heavy Industries Co., a South Korean shipbuilder and machinery maker, said it had received an order worth \$100 million from Singapore's port authority.

· Beaconsfield Gold Mines Ltd. said shareholders have approved a proposal to reconstruct a Tasmanian mine which was once one of Australia's richest producers but ceased production in 1914.

 Japanese companies raised their winter bonuses for employees by only 0.52 percent in 1992 from a year ago, the smallest rise since 1980, according to an employers' survey, Reuters, AFX, AFP, Blo



list the stock on the exchange io mid-February. "The offer will help us raise money to repay debts and finance purchases of new places." a spokesman said, adding that the airline planned to expand its inter-

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INTERNATIONAL HERALD TRIBUNE, WEDNESDAY, DECEMBER 16, 1992

SPORTS SKIING **Bianchi Wins Slalom**,

Tomba Second Again The Associated Press

MADONNA DI CAMPIGLIO, Italy --- Patrice Bianchi of France, overcoming the pain of a knee injury and taking risks that local favorite Alberto Tomba did not, on Tuesday won his secood World Cup slalom race. The 23-year-old from Val D'Isère, who hit his

right knee against a gate in a slalom in France last week, overcame a near-spill midway through the second run to post a winning aggre-

gate time of 1:35.12 minutes. He came from four places back in the first heat to beat Tomba by 0.11 seconds for the first French victory this season, and the first hy a Frenchman on the Miramonu track in 23 years. Tomba, cheered by 10,000 fans, failed to win for the fifth consecutive time in his favorite gate races and for the third time in the slalom.

And, for the first time in his career, the Italian failed to win a World Cup race in the first mooth of the yearly competition. 'I did oot push in the first run because I was

afraid of missing a gate," said Tomba. "Bianchi took a lot of risks in the second heat and I diðn't.

But, following Sunday's third place in the giant slalom at nearby Val Badia and his second place here, Tomba does have the lead in the ndrail Cup standings, with 256 points. Fnur-fime World Cup champion Marc Girardelli of Luxembourg, first in Val Badia but a distant 20th in Tuesday's slalom, fell to second place, hine points behind Tomba.

"Norway's Jan Einar Thorsen, who did oot start here, held third with 197 while Bianchi climbed to eighth place with 180.

Tomba, the only skier to win consecutive Olympic utles, in Calgary and Albertville, will turn 26 while racing Saturday at the Slovenian resort of Kranjska Gora, where a giant slalom and a slalom are scheduled over the weekend. "I have two more chances in the next races at Kranjska Gora and I hope to give myself a birthday gift, "Tomba said, adding that "Girardelli and specialists of speed races are going to fight back in the January races."

Bianchi, who first woo a slalom in Garmisch-Partenkirchen, Germany, last season, said he had a small advantage in the second run, because it was set by Stefano Dalmasso, the Italian coach of the French slalom team.

"I nearly missed a gate on the top. Then I decided to take all risks. I nearly fell in the lower part, I made several mistakes and I really could oot believe I was the winner," he said. He said his right knee caused him problems during both runs.

Knicks Run Garden Record to 11-1

As Ewing-Mutombo Rivalry Flowers

dden center, the New York Knicks came alive in the second half. Ewing, who had a fever and sat most of the first Ewing, who had a fever and sat most of the first

"Because of this injury I will only race the slalom in Kranjska Gora, giving up the giant slalom," Bianchi said, adding that "I hope that oo surgery is needed" on the knee, which will be examined again after Sunday's slalom.

Thomas Sykora, a strongly built Austrian sialom specialist who has been off to a good start this season, placed third as the big World Cup names had a disappointing day.

Olympic slalom champion Finn Christian Jagge of Norway, last year's winner here, fin-ished 14th with a gap of 1.73 seconds. World Cup defending champion Paul Accola of Switzerland finished 17th and fell to 13th

Austrian Bernhard Gstrein, the fastest in the first run, made a streak of errors in the second run and slipped to eighth place. Teammate Hubert Strolz, who had stunned the crowd with the fastest first run, then was disqualified for strad-dling a gate on the top of the course. Norwegian ace Kejtil Andre Aamodt was also disqualified. Patrick Staub of Switzerland had the fastest econd run, 49.54 secoods, which earned him

place overall.

fourth place. • The men's downhill race in Val d'Isère that was called nff Dec. 4 because of high winds will be held at Garmisch-Partenkirchen on Jan. 8, Reuters reported.

The German resort is also scheduled to stage another men's downhill and a slalom on the following two days.

UEFA Quarterfinal Draw Favors Ajax was drawn against six-time European champion Real Madrid.

GENEVA — The reigning UEFA Cup champion, Ajax Amsterdam, was handed the ideal draw Tuesday for its teams in the last eight, remained on course for gaining a UEFA Cop finalist bid to retain the trophy when it was paired with Auxerre of France and avoided the big guns Juventus, Real Madrid and Benfica in the quarterfi-

The Dutch club's good luck in dodging the other three former European champions, coupled with the psycho-Germany. logical advantage of playing the second leg of its tie against Auxerre at home, makes it a strong favorite to reach the semifinals.

France's other team in the tourna-ment, high-riding Paris St. Germain, was given an equally tough task when it petitions,

"We would also have preferred to have played the first match away. We Italy, which like France has two expect two tougl. matches."

But the Ajax club president, Michael van Prazg, while delighted at playing the March 3 first leg at Auxerre, was cautious about the tie against the 1990

quarterfinalists, currently fourth in the French league. tional manager, said that "Paris St. Ger-main is a very good club, a prestigious club which has already eliminated Na-poli and PAOK Salonika. They are not "The French clubs are really very strong this season and we are not going to take any chances," he said.

Patrice Bianchi dared to be great on the second run and won the slalom at Madonna di Campiglio, Italy.

"All eight clubs at this stage in the a club we can underestimate. UEFA Cup are equally strong, and in my opinioo much stronger than the media and public expect us to win evchampions league." Real Madrid, struggling to find its best form in the Spanish league this erything and we are always under great pressure. We can look forward to two hard matches."

SIDELINES

Marlins Sign Japan Homer Champ

MIAMI (AP) - Orestes Destrade, the three-time Japanese League home run champlon, has signed a contract to play for the Florida Marlins, the major league team announced Tuesday. The two-year deal will pay Destrade, a Cuban who grew up in Miami,

an estimated \$3.5 million. Destrade, 30, played four years with the Seihu Lions, hitting 42, 39 and 41 home runs the last three seasons as the Lions woo the Pacific League championship each year. He played in 45 major-league games in 1987-88 with the Pittsburgh Pirates and New York Yankees, hitting, 182 with one

The UEFA Cup Draw

Quarterfinais First ies March 3, second les March 17 AS Rome vs. Borussio Dorimund - Reol Modrid vs. Paris SL Germain Benlicz Lisbon vs. Joventus Turin Ausarte vs. Alax Amsterdom

season, was equally cantious about be-

ing drawn against a rejuvenated Paris

Manuel Fernández, Real's interna-

"The problem is that the Spanish

Marseille's bid for Rai is in.

A Gift From Brazil To Fit the Season

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ONDON - Tis the season when old friends come a calling, and none will L be more welcome than was Tele Santana, with his spirited gift of of samba soccer, when São Paolo came from a goal down to outplay Barcelona for the World Club Cup in Tokyo.

Deciding the title on a single match between jet-lagged opponents is not foolproof, but it is as oear as we get to an official world champion each year and as Santana justifiably said, "We conquered on merit."

Indeed, they did. They lifted the soul of this grand old game, inspired young Japanese fans to cascade onto the field Suoday to mob the players.

It had never happened that way before. Not in the decade that Tokyo has hosted the Europe-South America champion of champions match have the Japanese spectators witnessed the authentic flow of Brazilian soccer.

Those of us who have were almost dancing across our living rooms. Sure, it came to us only via the keyhole of televisioo, but some among us have refused to give up the ghost nn having nur memories Rob

It is high time Tele Santana had this day. Santana is the champion in all who believe

winning without style is winthless. In two World Cups, 1982 and 1986, his teams expressed the jny nf the real game, yet when they failed to win the trophy he was pilloried and even stoned. Io his own youth he had been called "Thread of Hope" because, though

slight, his spirit was ennrmous. We can only guess at how many times that thread might have snapped, but on at least three occasions he "retired," and three times he came back because, although he admits that as a consequence he scarcely saw his children grow up, he was addicted to proving that the abandonment of Brazilian style was oot a prerequisite to winning.

For two decades he has fought the physical fitness coaches in his country who took the movement, the imagination, out of Brazilian play in the misguided belief that they could oever match the European method and mentality. This "Europeanization" put despair into hearts from Pele down. Yet in Brazil,

the individual skills kept emerging even though the foundations crumbled. This year, the Maracana, the most famous soccer bowl in the world, reached such a state of decay and neglect that a part of it fell, crushing spectators. It is now closed, and no one knows when an economic miracle can be found with which to resurrect it. But fallen, the structure symbolizes the corruption within the game

itself - the violence on the field, the doping, the mis-administration around which even the No. 1 soccer nation in the world is losing its fanatical appeal. At one receot league match attendance was recorded as 64. Yet in São Paolo, Santana has built a side that people clamor to see. A week ago, just before flying to Tokyo, the team played its 82d match of a chronically overburdened year in

the Murumbi stadium. The crowd oumbered 90,000. From the nther side of the world, again via satellite, we could feel the old sensations: The rhythm of play, the beating of drums, the sheer fascination of men toying with the ball.

T WAS THE first leg of the Paulista League Cup final against Palmeiras. It represented, in cameo, the struggle for Brazilian play: There was outrageous inventiveness, the flicks and touches that seem to shorten to breathtaking degrees the transmission between an idea in the brain and a movement in the feet.

Yet there were atrocious fouls, men hacked in full flight, red cards, mayhem. In the end, however, class told. São Paolo's captain, Rai, scored three goals of predatory instinct served by galvanic runs and passes from fullback Cafu and the repatriated Torino winger Müller.

This Rai is familiar. Io his long, lean body, his ability to create out of languidness and his eye for a chance, he resembles a man who captained Santana's 1986 World Cup team. He should, Rai, 27, is the younger brother by 11 years of Socrates, the medical doctor whose exotic same and unforgettable style were woveo inin Santana's

beliefs on how soccer should be played.

On Sunday, another former great performer, Johan Cruyff, admitted that his Barcelona team lacked the rhythm that Rai and his playmates conjured up. And Rai scored both São Paolo goals, the first with an almost horizootal dive to chest home a cross from Müller, the second a free kick hit with such deception that even a goalkeeper of Andoni Zuhizaretta's vast experience could not get a hand on it.

Barcelona could have lost hy the same 4-1 margin that São Paolo beat it in a rehearsal in Spain last August. No doubt a certain Mr. Berlusconi of Milan is right now burning somebody's car to fix up a television money-spinner between own multinational team and the Brazilian champion.

Better be quick, Silvio; quick and patient. Nothing lasts in Brazil these days and already the monied clubs of Europe are sniffing around São Paolo; already

Besides, there are so many commitments. European players who think they

for the fifth straight year when Juventus and AS Roma were kept apart. Juventus will play Benfica in a show-down between two former European champions and Roma, the losing 1991 finalist, will face Borussia Dortmund of

Auxerre's dismay at being drawn to play Ajax was summed up by the club secretary, Michel, Billard, who said, We would have preferred any other club, especially as Ajax has such a for-midable reputation in UEFA clob com-

I points while playing against fellow Georgetown mnus Dikembe Mutombo, who scored 15 and had 10 rebounds.

The Associated Press

ridden center, the New York Knicks came alive in

the second half

NEW YORK - Like Patrick Ewing, their flu-

^{*} But after a sluggish first half, the Knicks woke up in the third quarter and beat Denver, 106-89, on

NBA HIGHLIGHTS

Monday night to run their record in Madisoo Square Garden to 11-1 this season, the best in the NBA. It was the Nuggets' fifth straight loss.

- Ewing said Mutombo was the nnly reason he didn't take the night off.

""That's why I played," said Ewing of the friendly rivalry. "I shnuld have just gone home to sleep." Charles Smith scored 23 points and John Starks

Ewing logged only 12 minutes that half after Golf Council, the ruling body recbeing accidentally elbowed in the face by Mu-tombo with \$:20 left in the second quarter. But he mail applicatioo to include golf in and Mutombo, held to twn and four points, respec-uvely, in the first half, both came alive in the third

and Rolando Blackman each added 17 for New

York, which has woo nine of its last 12 games.

quarter. New York took its first 10-point lead, 61-51, with 4:43 left in the third quarter. It came on a three-point play by Ewing and capped an 11-6 run that featured seventh straight points by Ewing, who had nine in the quarter.

Mutambo, meanwhile, scored 10 in the period but the Nuggets could pull oo closer than eight. New York led, 76-63, after three quarters.

The Nuggets, averaging 107.8 points per game by the commission, which rules and 108.8 to their four previous losses, were held to only on whether a sport qualifies 16 in the first quarter and trailed 44-39 at halftime. for the Olympics.

home run. the next Summer Olympics.

The IOC's Program Commission agreed unanimously to forward the application to a meeting of the IOC executive board oext March. If the proposal passes there, a full com-mittee session in June must give final approval.

Golf's Bid Passes

First Test at IOC

The Associated Press

LAUSANNE, Switzerland

The International Olympic Com-

mittee took a first step Tuesday toward including golf in the 1996.

The U.S.-based World Amateur

Olympics at Atlanta.

Objections that Augusta National, the proposed venue, practices discrimination were oot addressed

For the Record Arthur Ashe, 49, the only black man to win the Wimhledoo champion-ship, who revealed last April that he has the AIDS virus, has been selected sportsman of the year by Sports Illustrated magazine. (AP) Ukio Katayama of Japan will drive for the Tyrrell team in the 1993

Formula Ooe races, the team said on Tuesday. (Reuters) Wilson Carlos Maño, the Brazilian international, will play for Yamaha next year as it hids to join Japan's first professional soccer league, the club said Tuesday. (AFP)

Swedish police officials said the cost of security for the European Championships in June had cost between \$22 million and \$25 million;

\$17.5 million had been budgeted. (AFP) Dennis Byrd, the defensive end who broke his neck Nov.29 and has been partly paralyzed since, is showing signs of slight improvement. (NYT)

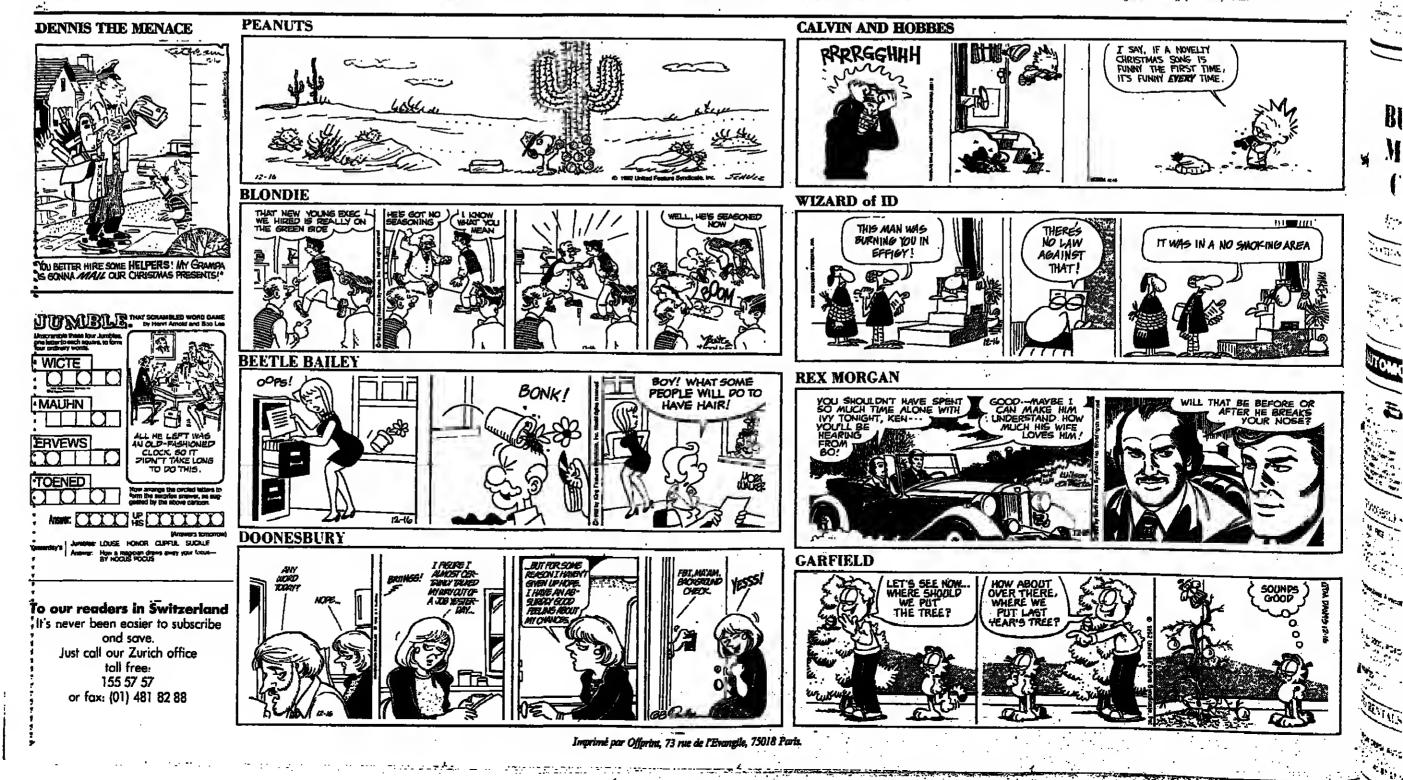
play too much, travel too far, should experience the sapping schedule of the Brazilians, and it is the eighth wonder of the world that they can come out fresh and excited twice, three, even four times a week because their daft club directors so overplay them.

This Wednesday, for example, Rai will be back in Brazil playing against Germany. Two matches after that, he starts Christmas week with the second leg

of the Paulista Cup. I doo't know how Rai persuaded himself he's as good as Socrates, and I don't know where Santana finds the mental capacity to keep ou trying to paint a canvass of light out of the depression in Brazilian soccer. But none of us can question what could in Brazil, where they are busy huilding a monument to Pele on the hull facing Rio de Janeiro's statue of Christ. From there in Tokyo is quite a journey, but there, on Sunday, Tele Santana, now 61, for once in his life said, "I don't have words to express my happiness."

l can offer him two: Jogo bonito. They are the words, meaning pretty football, he has used to insist and insist and insist down the lost years that Brazilians keep the faith in playing their way.

Rob Hughes is on the staff of the Sunday Times



INTERNATIONAL HERALD TRIBUNE, WEDNESDAY, DECEMBER 16, 1992

SPORTS FOOTBALL

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Just a Formality? Baseball Clubs File Notice for Lockout

By Murray Chass New York Times Service NEW YORK - It may turn out to be a formality, but it may be the first move in the eighth work stop-page in the last eight labor negotiations between major league base-ball's cinb owners and players. Donald Fehr, the head of the players union, disclosed Monday that the clubs sent to the federal Mediation and Conciliation Service last week a notice that must be filed 60 days before one side can engage in a work stoppage against the other.

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The clubs also sent such notice, required under the National Labor Relations Act, to the U.S. agency in November 1989, and the following February began a 32-day lockout of players form spring training training

players from spring training camps. This year's notice was sent last Tuesday, the day after the clubs voted, 15 to 13, to reopen the collective bargaining agreement. An-nouncing that decision, Richard Ravitch, the clubs' chief labor executive, stressed that the clubs had not acted with a lockout in mind. There was not a single owner in

the room who advocated that there be a lockout or that any decision be made about a lockout at this time," Ravitch said at the time.

But filing the notice the next day once again raised the question of trust in the minds of the union's leaders.

Fehr acknowledged that the notice is often sent and often routine, but be added: "My only point is this reopening was accompanied by all kinds of suggestions that there was no threat, certainly no imminent threat, to the 1993 season as a result of these negotiations. If that's true, then there was no necessity at all to send this out at this

point. All this could do was preserve the option to shut it down in February. That's the point of this."

Charles O'Connor, counsel for the Player Relations Committee, said the primary purpose of the notice was to inform the mediation service that the contract is being reopened. Ravitch said the notice was sent as a legal requirement, nothing more.

Steinbach Stavs Put

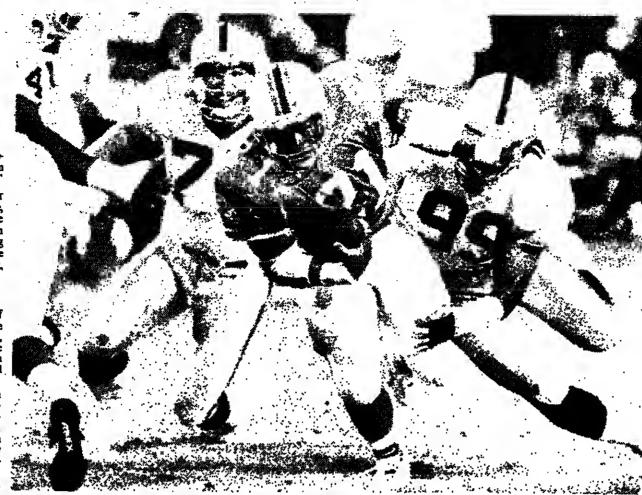
Terry Steinbach joined the list of free agents who have said no to the New York Yankees' millinns, agreeing Monday to stay with the Oakland Athletics for \$14 million over four years, The Associated Press reported.

Oakland had been offering a \$12.5 million package to the catch-er until the weekend, when the Yan-kees proposed a \$17 million deal. In rejecting the offer, Steinbach joined a group that includes Barry Bonds, Greg Maddux, Dong Dra-bek, David Cone and Jose Guzman.

"Money has never been my ma-jor focus," Steinbach said. "I would like my fair share, but I've never been one to jump on just the dollar amount. It's more the concept of what the A's have meant. They've stuck with me for 10 years and I felt

a sense of loyalty. They came in with a very sensible offer." In other deals, Bob Melvin, 31, the catcher who played in 32 games

for Kansas City last season and hit .314 in 70 at-bats, agreed to a \$1.35 million, two-year contract with the Boston Red Sox, and Tom Foley, the infielder who had played the last six seasons with Montreal, agreed to a \$360,000, one-year contract with the Pittsburgh Pirates. Pitcher Mike Bielecki agreed to a



Mark Higgs, who ran the Raiders ragged, also had a hand in the Dolphins' big play of the third quarter, a 62-yard touchdown pass.

minor league contract with the Mark McGwire, Ruben Sierra and Cleveland Indians and pitcher Ja- Ron Darling remain unsigned. mie Moyer agreed to a minor Steinbach will get a \$2.8 million league contract with the Baltimore signing bonus, \$2.1 million in each of 1993 and 1994 and \$3.5 million

Wade Boggs's agent continued talks with the Los Angeles Dodgers and the Yankees. New York is said Bechott Inquiry Continues in each of the final two seasons. He to be offering three years and Los The investigation into alleged ra-Angeles two with an option.

Angeles two with an option. Steinbach is the first of the Ath-letics' key free agents to re-sign. Dave Stewart left for Toronto and Mike Moore left for Detroit, while Mike Moore left for Mike Moore left for Detroit, while Mike Moore left for Detroit for Mike Moore left f

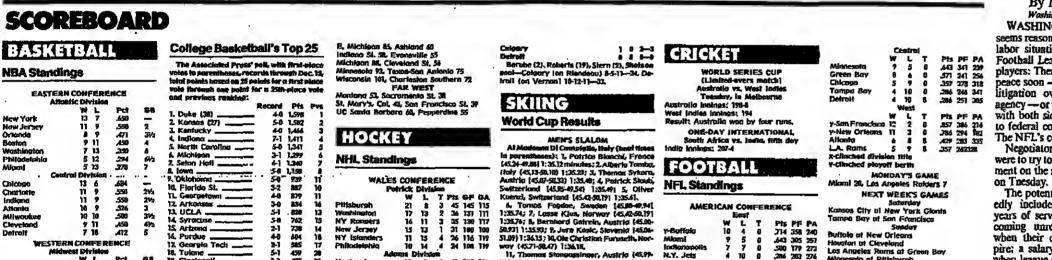
Douglas Danforth of the Pittsburgh Pirates said Monday his four-person committee preferred to have all its members present when

CS. "The committee is just continu-ing its deliberations," Danforth said. "Each of ns are still chatting with people who we think might have an input in the situation. That's about all I can say. We're moving as fast as we can.

Danforth said the committee still did not want to set a deadline for the completion of the inquiry because "we don't want to leave peoit interviewed Schott, who is sched-uled to be one of the final witness-es.

be completed by the holidays, Dan-forth said it was possible,

Also on the committee are the American League president, Bobby Brown, the National League presi-dent, Bill White, and the California Angels' executive vice president, Jackie Autry.



Dolphins Bruise Raiders to Near Spot in Playoffs

The Associated Press Miami Dolphins beat the Los Angeles Raiders, 20-7, and stayed in contention for the American Conference East title in the National Football League.

The result all but assured a play-off berth for Miami and left Los Angeles barely alive in the AFC wild-card race.

"They physically beat us," said the Raiders' quarterback, Jay Schroeder, "We expected to run the little bit. They beat us to the punch." J.B. Brown scored on a 35-yard J.B. Brown scored on a 35-yard the 3. Anderson stepped in front of interception return and the Doldown in nine quarters when Dan the field. Marino hit Mark Duper on a 62- Marino yard flea-flicker. But Marino gave that touchdown back later in the third period when Eddic Anderson intercepted his pass and returned it 102 yards.

Anderson's return tied for the third longest in NFL history.

Brown's score was just as sudden. He stepped in front of the intended receiver, Willie Gault, on a squarcout pattern, caught Schroeder's pass in full stride and raced untouched down the sideline to his first touchdown in four years one of two games and Buffalo loses in the NFL.

The play came 20 seconds after MIAMI — The struggling of-fense finally scored a touchdown and the defense got another as the discussion of the score of fourth quarter.

Page 23

Miami threatened again after Schroeder. "We expected to run the ball and physically pound on them a little bit. They beat us to the punch." ers 16. But on second and goal at

ling Anderson at the Miami 20 but made a half-hearted attempt and grabbed only air.

was the longest in Raiders history. The previous team record of 97 yards was set by Mike Haynes

past seven games, can still win its first AFC East title since 1985 if it wins its final two games and Buffa-lo loses once, or if the Dolphins win

After 5-Year Stalemate, NFL May Have a Deal

By Mark Asher Washington Post Service WASHINGTON - This much seems reasonably certain about the the deal.

labor situation between National Foothall League owners and their litigation over unrestricted free agency —or more contentiousness, with both sides possibly returning to federal court over a new issue: The NFL's college draft. Negotiators for the two sides were to ury to reach a written agree- tual issues were agreed upon at ment on the major issues in Dallas another in a series of settlement

The potential agreement report, that remained was agreement over edly included players with five important but lesser details, years of service in the league be- "What happens depends on what years of service in the league be-coming unrestricted free agents the committee does." Doug Allen,

terms discussed last Wednesday, the rookie limit would be about 52 million per team in the first year of

The NFL's spokesmao, Joe Browne, reiterated his earlier stateplayers: There is either going to be peace soon — ending five years of litigation over unrestricted free those details as substantive or mechanical in nature, Browne replied, "Substantive."

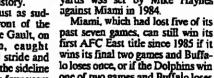
This ran counter to what league players were being told by their representative, that all the concepnegotiations last week and that all

when their current contracts ex-pire; a salary cap to be triggered NFL Players Association, was

Miami's offense ended its drought in the third period when Marino handed off to Mark Higgs, took a pitch back and threw long to Duper. The veteran receiver slipped behind Ronnie Lott and Lionel Washington, caught the ball over his shoulder at the 20 and dashed to the end zone for a 17-0 lead.

phins' offense scored its first touch- and weaved his way the length of Marino had a clear shot at tack-

Anderson's interception return



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OBSERVER

The Fairy-Tale Cliché

By Russell Baker NEW YORK - The papers and the television keep reprating "storybook marriage." Eleven years ago with the same witless monotony they kept repeat-

ing "fairy-tale wedding." What's a fairy-tale wedding? A middle-aged bachelor and an upt-the-minute version of one of

Evelyn Waugh's bright young usings taking the vows — is that a fairy-tale wedding? For a fairy-tale wedding you

need a glass slipper or maybe a glass coffin and a resolute though colorless prince willing to travel around trying in fit women's feet into the slipper or ready to kiss life into palpably undead housekeepers with brains turned off. for dwarfs.

That business with the glass slipper would probably get a prince in dutch oowadays when everybody knows about foot fetishists and se- aal harassers. Also for fairy-tale w. Jdings there ought to be wicked witches, evil stepmothers, fairy goumothers.

None of these would we tolerate for an instant today. We are too enlightened. We know stepmothers are just as nice as everybody else, and you know how nice that is.

Fairy godmothers turning pumpkins into cosches, rats into footraca, squalor into beauty: we know about fairy godmothers oowadays. Titey are nothing but metaphors, and metaphors are poetry, and who wants to more around with poetry now when every grocery counter in America offers Heartbreak, Miracle, Tragedy, Split, Diet, Cancer, Lasis and Spocking Truth?

As for witches, they now talk to reporters about the charity fundraisers of their covens, proving that even witches cowadays are publici-1: crazed.

Surely they will soon have a Witches Association of America in Washington, which is to say, a lobhy out to persuade Congress that wilches are just as nice as stepmothcr.s, so deserve some subsidy money. may already be shamefully insensaive to suggest witches have to be weeked to get into the sisterhood. Sisterhood? What are we saying? Half the typical coven in these gen-

der-speaking days probably has to b. composed of men witches. So much for the fairy-tale wed-u.ag of Di and Charles. The age,

for all its wonders, is stuporously bland in romance and even hostile to the poetic imagination. That's why the papers and the television can get away with telling us that overpriced show nuptials featuring two largely uninteresting persons is a fairy-tale wedding.

Yes, their destiny is to be as-toundingly rich and perform work of preposterous dullness while being called "Your Majesty" and "Ma'am." The papers and the television think we are so completely addled by astounding richness, preposterous duliness and "Majesty" talk that we will accept the fatuous "fairy-tale wedding" cliché, thus letting the papers and the television get away with reporting the story

After "fairy-tale wedding" came "storybook marriage." What's a storybook marriage? Anna Karenina married to that dim bureaucrat Karenin and carrying on with Count Vronsky - is that a storybook marriage?

"Anna Karenina" is a big book and a wonderful story and marriage is what sets it in motion and leads to its grim conclusion.

mind when they talk about the royal Britisb "storybook marriage." As a coetime maestro of the rewrite desk, I suspect "storybook marriage" is one of those empty phrases that sound exciting and read like page-turner literature while concealing the fact that the writer hasn't the faintest idea what

really happened. "Blazing inferno" is a typical

of Dante and it sounds as if the fire must have been — must have been — well, what? I, who felled many a building in "blazing inferno," had not read Dante, didn't care whether

burned down. By talking of this week's news as

the media eling to the fairy-tale malarkey they created for the wed-ding. For British monarchy, however, this marriage tale may be as dark as the story of "Anna Karenina," which is not what most people mean when they say "storybook

New York Times Service

INTERNATIONAL HERALD TRIBUNE, WEDNESDAY, DECEMBER 16, 1992

Voltaire's Legacy: The Cult of the Systems Men

By Barry James International Herald Tribune DARIS - Voltaire was an emineativ reasonable thinker, but in the hands of modern man his ideas have been turned

into dangerous folly. Thus argues the Canadian author John Ralston Saul who, in his latest book, "Voltaire's Bastards," says that the kind of critical thinking propounded by the philo-sophes of the 18th-century Enlightenment has degenerated into a cult of managerial, financial and scientific efficiency bereft of democracy or morality.

The result, he says, is the development of rational clites that know everything there is to know about their self-contained technical or scientific worlds, but lack a broader vision. They range from Marxist cadres to Jesuits, from Harvard MBAs to army staff officers, but they have a common underlying concern: how to get their particular system to function. Meanwhile, Saul maintains, civilization becomes increasingly directionless and incomprehensible. The single thing that modern managers

and politicians cannot do properly is to manage." Saul said in an interview bere. They can administer detail, but they canoot manage civilization."

Voltaire used the verbal rapier to prick the pretensions of his time. Saul uses the verbal blunderbuss. An energetic gadfly, be scatters scorn liberally on the technocratie elites that he says hold sway in virtually every Western country.

The book is long (more than 600 pages) and unremittingly contrarian --- more a work of extended political polemic than of philosophy. It sometimes loses sight of the philosophical ramifications of the word reason, first by taking the *philosophes*' definition at face value and then by applying it indictiminately to a certain kind of mod-

Another weakness, arguably, is that the book offers no solutions to the problems it identifies, or says what should be put in place of the systems it attacks. Saul argues, however, that this is not the writer's role. "His task is to provide a reflection in

which society can see itself." The reflection is an ugly, but a thoughtprovoking one.

According to Saul, "Were Voltaire to reappear today, be would be outraged by the new structures, which somehow deformed the changes for which he struggled. As for his descendants -- our ruling clites -- he would deny all legal responsihility and set about fighting them, as he once fought the courtiers and priests of 18th-century Europe."

Saul judges society by its effects and its paradotes. He sees democracies in which few participate politically; free speech hob-bled by pressure to conform; an obsession



century philosophes has degenerated into a cult of efficiency, bereft of morality.

with free competition masking a vast subsidized market in armaments; a world of violence in which the number of people killed every day exceeds the daily losses of the French Army in the Great War. "If philosophy has nothing to say about the way that society works, then maybe philosophy has got a problem," be said. The author said knowledge no longer is generally seen as a means of public en-

ightenment, but is rationed out and used as "a means of power and control, and of self-affirmation over other people." The first thing that technocrats do when they get hold of knowledge is to guard it jeal-ously from outsiders, he said, the result being a fundamental breakdown in communication and civic discourse.

"The single and shortest definition of civilization is the word language, because language is communication," Saul said, "But language essentially no longer serves to communicate among the mass of the population. The nuclear scientists are no onger able to communicate with the medical specialists. The presidents of corporations cannot communicate with surgeons. They have turned their respective subjects

into inaccessible dialects. As a result, he said, the common language becomes increasingly confined to cliches and irrelevancies, while secrecy ex-

and get up late." Anwar Sadat of Egypt was a notorious late riser. Mackenzie King, a former prime minister of Canada, stayed in bed until noon. Winston Chur-

chill frequently chose to work in bed. while President Charles de Gaulle, although accused of dietatorial habits, "often confined himself to correcting the grammar in his ministers' letters" — leaving them to get on with the details of administration while he pondered grander things.

tends its grip everywhere. In Britain, Saul

noted, even the gardeners at the royal

parks and the museum curators are bound hy the Official Secrets Act.

ing specialization and declining communi-

cation, Saul argues, modern executives fail

to see "that what does not seem to work in

military strategy is, in fact, what doeso't

work in museum administration either."

concerned with administration or manag-

ing detail, but with concepts and ideas.

They have a teodency to stay in bed

They may even seem lazy.

Good leaders. Saul said, are often not

Because of the combination of increas-

Saul argues that the cult of efficiency and reason began with the Jesuits, who he said embraced a method of a priori reasoning, efficiency and secrecy divorced from ethical considerations - the idea that the end justifies the means.

He said modern civilization goes further, because it marries Jesuit methodology to the concept of the nation-state and the overriding principle of raison d'etat. "Systems dominate everywhere as do the systems men. At the same time nationalism has never been so strong, so much an end in itself."

Voltaire ridiculed the elite of his day as pitifully ignorant, of being incapable of thinking and asking questions and talking in wide circles. Saul says, however, that "the technocrats of our day make the old aristocratic leaders seem profound and civilized by comparison. The technocrat has been actively, indeed intensively, trained. But by any standard comprehensible within the tradition of Western civilization, he is virtually illiterate."

The author compared the polymath-scientists of the 18th century to doctors today who earn bundreds of thousands of dollars, whose knowledge and vocabulary is limited to a single organ, whose acquaintance with literature is derived from the reading of a few formula thrillers and whose political understanding is limited to a schematic view of capitalism versus communism. Saul said that the worst thing for mod-

ern elites is to admit douht. In Socratie dialogue, every answer raises a question. but "with the contemporary elites every question produces an answer." Thus ensues a civilization of enormous technological power but puny wisdom.

PEOPLE

Streisand and Sony Set For a \$60 Million Deal

Barbra Streisand joins the mogni-class; Sony has signed a \$60 million contract with the singer, putting her right up with the top earners. Madonna, Prince and Michael Jackson, according to New York. Newsday. Streisand, 50, would get paid an estimated \$3 million for each film she directs and \$5 million for each album she produces over the 10 years of the deal. Streisand also reportedly will get a \$4 million advance per film performance, and \$1 million for each movie she pro-

The New Yorker reported that the spirit of Princess Diana's dead father sees "a new suitor in the new year" for the recently separated wife of Prince Charles, the princess's spiritual consultant said. Betty Palko, who has been Diana's clairvoyant since 1987, said she often speaks with the spirit of Diana's father, the late Earl Spencer, in the presence of the Princess of Wales.

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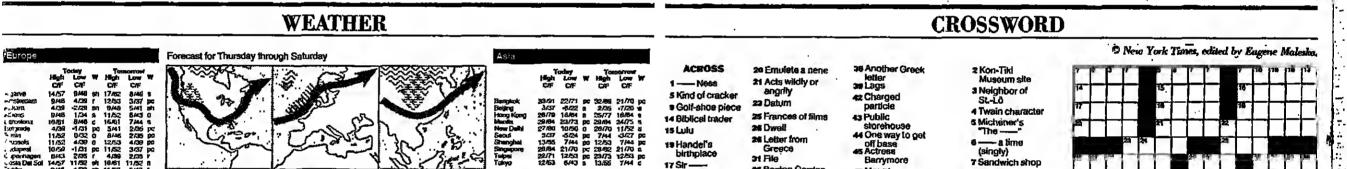
A \$34 million film biography of

Charlie Chaplin opens in London on Wednesday but has already run into carping from critics who say the bowler-hatted tramp he invented just isn't funny any more. Sir Richand Attenborough's tribute treads an uncasy tightrope between ador-ing worship of the Chaplin legend and poking around in the private life of the star, a womanizer who married four times and sired 11 children. He died in Switzerland in 1988, a multimillionaire who detested "talk ies.'

п The fashion designer Vivienne

Westwood caused a stir on Tuesday when she left off her underwear for an audience with Queen Elizabeth II. Westwood, 51, known as the "Queen of Punk" for pioneering the punk movement of the 1970s, received an Order of the British Empire dressed in a respectable grey wool suit with long skirt and fitted jacket. Asked if she wore underwear to receive the honor at Buckingham Palace, she said; "I didn't actually.] wore tights and I have got a bra on but no knickers,"

INTERNATIONAL CLASSIFIED Appears on Pages 4 & 23



It is not, however, what the papers and the television have in

representative of this newspaper prose family. It's faintly suggestive

infernos blazed or sizzled, and knew only that the things had

the end of a storybook marriage,

marriage,

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HENRY JAMES: The Imagination of Genius

By Fred Kaplan. 620 pages. \$25. William Morrow & Co.

Reviewed by Michiko Kakutani

A NOTHER biography of Hen-ry James? Since the pohlica-tion of Leon Edel's magisterial and minutely detailed life of James the five-volume study was complet-ed in 1972 and is widely acknowledged as one of the preeminent examples of the hingrapher's art it would seem an act of bubris or foliy to attempt another portrait of the Master.

And only last year, R.W.B. Lewis sidestepped the problem of

None of this seems in have deterred Fred Kaplan, the author of biographies of Dickens and Thomas Carlyle. His portrait of James, predictably enough, remains heavi-y indehted to Edel's, in its facts, its reudian interpretation and its use of James's fiction as an instrument for deciphering the author's life. Considerable space is devoted to James's repressed homosexuality and his homoerotic feelings toward William; and a large portion of the narrative focuses on James's monetary difficulties and preoccupation with success. The resulting book, though certainly readable enough, lacks the vivid emotional chiar-oscuro of Edel's work; it provides

James family, which focused on

Henry's affectionate rivalry with

his brother William.

grappling with Edel's achievement the reader with a straightforward, by writing a group portrait of the depressingly deterministic portrail.

As in his 1988 biography of Dickens, Kaplan frequently assumes the role of psychoanalyst, finding in his subject's childhood and youth all the seeds of his later life and art. Henry, we are told, allowed his older brother to play the role of the self-assertive, selfdramatizing male, while be adopted a passive, feminine stance toward the world that enabled him to withdraw into an imaginary world of books.

In later years, Kaplan says, James's shyness and emotional reticence would turn him into a perpetual observer. As an artist, he believed, he could stand apart from the hectic world of passions and use that distance to give his observations a transcendent and redemptive form. For a writer who led a fairly

uneventful life (devoid of youthful

adventures, glamorous civilian jobs finish his story. Illuminating storie and marital strife), James was relike "The Jolly Corner" are markably husy, turning out books, skimmed over in a sentence or two. stories, reviews and letters at a and pivotal events -like William's frantic pace, while keeping a heavy schedule of traveling and socializ-ing. His friendships with Edith Wharton, William Dean Howells, John Singer Sargezt, Conrad, Wells death - are dismissed in a couple of pages. When it comes to analyzin James's major works, Kaplan is decidedly more provocative, pro-

and Turgenev spanned the artistic viding the reader with some interworlds of America, England and France. His long lifetime encom-passed the Civil War and World esting, if extremely Freudian, interpretations of the author's autobiographical impulse. War I, the Dreyfus affair and the trial of Oscar Wilde in England. The problem is that they are

verly reductive, always a liability Unfortunately, this richness of incident in James's life frequently in literary criticism, but especially forces Kaplan into tiresome sumso in the case of James, a novelist of sensibility whose very art depended maries of his subject's activines, on the subtle delineation of the poorly disguised laundry lists of places visited and people met. To-ward the end of the book, this comnuances of the human spirit.

pression of events gets even more Michiko Kakutani is on the staff exaggerated, as Kaplan hurries to of The New York Times.

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S THE GENERAL'S DAUGH-TER, by Nelson DeMille 6 THE PELICAN ARIEF, by John Grisham 7 THE STARS SHINE DOWN. by Sidney Sheldon & MOSTLY HARMLESS, by Douglas Adams 9 GRIFFIN & SABINE, by Nick Bantock 12 15 SABINE'S NOTEBOOK Nick Bantock

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